A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 17, 1969

UN seeks U.S. technicians for spadework projects

International Trade Winds Newsletter

Company News

TOYS—Mattel, Inc., Hawthorne, Calif., has entered into agreements to acquire two toy companies in Italy and one in Belgium. The Italian firms to be purchased are Ratti-Vallenzasca, which designs and markets a full line of doll products throughout Europe and in South America and the Far East, and Mebetoy, which manufactures miniature die-cast cars and other toys for sale in Europe and the United States. The Belgian firm to be acquired is Ebiex, S.A., a major toy and doll distribution company headquartered in Brussels.

BANKING—Bank of America, San Francisco, Calif., will open six new overseas branches during February and March of this year. Branch offices in Cali, Colombia; Changuinola, Panama; Lyon, France; and Bridgetown, Barbados are set for February openings. March will see new offices at Manchester, England, and Santo Domingo, Dominican Republic. The office in Barbados will be the first BankAmerica branch in that country, bringing to 73 the number of nations served by the bank.

PETROLEUM—Occidental Petroleum Corp., Los Angeles, Calif., has started construction of a $60 million natural gasoline and liquefied petroleum gas (LPG) plant in Libya. The liquids produced by the plant will be recovered from the 650 million cubic feet of gas per day presently produced in association with oil from Occidental's Libyan wells. A second 135-mile pipeline will be built alongside Occidental's oil pipeline from its Libyan fields to the Mediterranean port of Zueitina to transport the gas products.

WASTE TREATMENT—Dravo Corp., Pittsburgh, Pa., has signed a 10-year license agreement with Mitsubishi Kakoki Kaisha, Ltd., Tokyo, Japan, under which the Japanese firm will fabricate and market Dravo package waste treatment systems. Dravo will supply design and engineering data required for the fabrication of a complete line of waste treatment plants for domestic sewage and certain industrial wastes. Mitsubishi will have exclusive marketing rights in Japan and South Korea, as well as non-exclusive sales rights in the rest of Southeast Asia, excluding Australia and New Zealand.

Sales ahoy at Stockholm! Though detailed company reports are not yet in from the Shipbuilding and Marine Equipment Exhibition held last month at the Stockholm U.S. Trade Center, two of the 32 participating companies are looking forward to $7 million in sales over the next three years. These prospects are related to ships now being designed, or for which construction will begin in the near future.

It was a January closeout for space at the April 14-25 Materials Handling show at the Milan U.S. Trade Center. This exhibition will run concurrently with the Milan International Fair adjacent to the Center, where many U.S. companies will be represented by their European agents. In contrast, half of the Center's exhibitors are new-to-market. Two of the exhibitors at the Center show will sponsor displays at the international fair as well.

It was R & D time at the Frankfurt U.S. Trade Center last month. The 1969 schedule opened with an exhibition of instrumentation in the chromatography and spectroscopy fields. Of the 786 trade visitors, the majority came from research and development complexes, and impressed the exhibitors with the intensity of their interest in this specialized equipment—which led to a forecast of $1,746,000 in sales over the next year.

Precision was the keynote when Precision Systems, Somerville, N.J., chose invitees for a six-day display of a new automatic screen printer for the electronics industry of Japan. Of the 300 carefully selected professionals picked to view the equipment at the Tokyo U.S. Trade Center, 200 came. This between-regular-shows promotion, coordinated by three top Precision executives from the States and the firm's Tokyo agent, is expected to lead to $150,000 in sales in 1969.

A potent faculty lineup is set for the American Management Assn.'s seminar on doing business in Thailand, at Bangkok next month. It includes the U.S. Ambassador, four top-level U.S. businessmen, the heads of both the American and Thai Chambers of Commerce, and these Thai Government leaders: the Prime Minister, Foreign Minister, Development & Economic Affairs Minister, Investment Board head, and the Governor of the Bank of Thailand.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

A massive multinational effort, coordinated by the United Nations Development Program, is under way to locate opportunities for large-scale capital investment in developing nations. The international search for experts to carry out these pre-investment and development projects is described in a story beginning on page 2. On the cover is engineer Cloyd D. Daugherity, who is supervising well drilling in the Indian state of Madras with an American rotary rig.

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INTERNATIONALLY-RECRUITED EXPERTS were needed to carry out this UNDP project to assist the Government of Ecuador in assessing deposits of metallic and non-metallic minerals. Peter Frozzard (left), of the U.K., is explaining the geological outlay of El Oro province to U.S. geologist Maynard Ayler. (UN photo.)

U.S. RECRUITMENT LAGS

UN taps technicians

Engineers, industrial specialists, executives sought by agency in spadework for projects

By CHARLES D. ORROCK
Staff Writer, Office of Publications and Information

The scene is a hotel lobby in Djakarta, and two acquaintances from the United States are exchanging words of recognition.

"George Barrow! Has U.S. Tool started sending you overseas, or is this a pleasure trip?"

"Actually, neither. I'm on a United Nations assignment to make a pre-investment survey for an oil refinery."

"When did you leave Tool for the UN?"

"I haven't really left Tool; I'm just on a one-year leave-of-absence. I'll be back in the States, in the old routine, in four months. But then, who knows?—with the experience I've gained, Tool might send me back here."

George Barrow represents a small but growing number of American businessmen and technicians now at work on special assignments to UN development projects around the world. The scene, in truth, would be more likely if two Swedes were to meet, or two Czechs, or two Germans.

Only 15.7% of the internationally recruited experts and specialists with UN projects are Americans. This is in contrast to the substantial financial stake the United States has in the success of these projects, having pledged in 1969 $70.3 million, or 33% of the total budget, to the United Nations Development Program (UNDP), the agency which coordinates all UN development activities.

One of the reasons for the low percentage of U.S. specialists is that financial incentives are not always sufficiently competitive. It may also be explained by the complexities of the recruitment process. Some U.S. applicants have found worldwide recruitment is often fraught with delays and uncertainties, and the candidate specialist's particular situation may prevent continued interest in assignment under the UN program.

George Barrow, U.S. Tool, and the Indonesian assignment are mythical, but they illustrate the process by which the UN uses the services of U.S. technicians.

The road that took Barrow from a corporation industrial engineer position to one as an international consulting expert started with an announcement in the March, 1967, *Newsletter* of the Institute of Industrial Engineers concerning a consultant's opening with a United Nations project in Indonesia.

This opportunity to broaden his pro-

fessional background and personal experience interested Barrow. He wrote to the North American Recruitment Office (NARO), of the Technical Assistance Recruitment Service (TARS) at UN Headquarters in New York, for additional information. NARO advised him to submit a written personal history and arranged for an interview in New York.

After Barrow had been favorably evaluated, his name was placed on a TARS roster of qualified experts who had been likewise accepted or had already undergone one or more UN assignments. His rostering did not yet imply any commitment of employment on the part either of himself or UN.

The United Nations Industrial Development Organization (UNIDO) was the particular agency charged with executing the Indonesian project.

Six weeks after Barrow had submitted his application, his name and those of other qualified and available candidates were presented to the Indonesian government, which as the requesting government, has the exclusive prerogative of selection. Barrow was among the experts selected.

Unlike the other participating and executing agencies of UNDP, UNIDO was established as an organ of the UN General Assembly and operates as an autonomous body within the United Nations to "accelerate industrialization in the developing countries through promotional and operational activities supported by relevant research."

In pursuing this aim, UNIDO undertakes two basic types of activities—operational, and studies and research programs.

An essential part of UNIDO's operational activities is carried out under the Special Industrial Services (SIS) program, actually a forerunner of UNIDO. SIS provides assistance on short notice to governments wishing to promote or carry out new industrial projects and is intended to supplement other UN activities in the field of industrial development.

Opportunities for specialists

The Technical Assistance Recruitment Service of the United Nations is actively recruiting specialists to advise requesting governments in fields mentioned in the accompanying article.

Here are some examples of vacancies for projects planned to start in spring.

The Kenya Government wants advice on the possibilities of establishing plants to manufacture corn cereals, instant corn flakes, corn-based livestock feed, and corn oil. These would provide new outlets for the greatly increased production of Kenyan corn. The job would last for one month, with a possible extension.

Ghana wants a high level management consultant to lead a team of four experts in advising the Ghana Industrial Holding Corp. on measures to improve productivity and profitability of 29 manufacturing enterprises under its control. The assignment is for one year, with a possible extension.

The National Bank of Honduras is seeking an investment promotion specialist with a working knowledge of Spanish who would recommend measures to attract local and foreign capital for industrial ventures, as well as advice on identification of viable industrial projects. This is a six-month assignment, with an extension possible.

The East African Community wants an industrial economist with a broad knowledge of macro-economics and experience in carrying out industrial surveys in the member nations of Kenya, Tanzania and Uganda. He would be needed for a year, with a possible extension.

These represent only a small number of posts in the field presently under recruitment. The great majority of posts call for an individual holding a university degree and a minimum of 10 years experience in his field.

Further details on these and other vacancies in UN and UNIDO projects may be obtained by writing the North American Recruitment Office, TARS, United Nations Plaza, New York, N.Y. 10017.

IMPORTANT COMMERCIAL OPPORTUNITIES result from UNDP projects, such as this UNIDO feasibility study on the use of local materials and resources carried out by Colombia's Institute for Technological Research under project chief Robert Richardson (right) of the U.S. The studies have attracted $45 million in development investments, and disclosed opportunities for six times that amount. (UN Photo.)

In addition to carrying out its own field activities, UNIDO executes responsibility for the UNDP projects assigned it. In order to facilitate coordination, UNIDO and UNDP have provided for the appointment of Industrial Development Field Advisers. These permanent status personnel stay in direct contact with the governments receiving assistance from UNDP and with the UNIDO experts manning the programs.

The second category of UNIDO's activities, studies and research, includes the compilation, analysis, publication and dissemination of data concerning various aspects of industrialization, such as industrial technology, investment, financing, production, management and planning. This involves the organization of seminars, workshops, and in-plant training programs for engineers, technicians, and government officials.

Opportunities for investment

By virtue of his UN appointment, Barrow became part of a massive multinational joint effort to uncover sound and businesslike opportunities for large-scale capital investment in developing nations. The United Nations and its family of 13 participating international

U.S. EQUIPMENT AND U.S. EXPERTS are engaged in a FAO project to assist the Indian Government in assessing the groundwater potential of the rice-rich Cauvery River Delta. The UN drilling superintendent, our coverman Cloyd Daugherity, checks a drill's performance with crew members. (UN Photo.)

agencies, under the administration of the UNDP, have been involved in 3,615 projects in 150 countries and territories.

The projects provide either pre-investment or technical assistance to create conditions under which development financing, and all other growth resources from public, private, domestic, and foreign sources, can be used for maximum effectiveness.

The major fields of UNDP activity include:

► Development planning: assistance in drawing up and implementing regional, national, and local development projects; natural resource development programs; training in development principles and practices; establishment of regional institutes for economic planning.

► Industrial productivity: mining, manufacturing and light industry techniques; trade promotion and product development; establishment of cooperatives, pilot plants and industrial parks; training in entrepreneurial, managerial, supervisory, engineering, technical, and vocational skills.

► Public utilities: including power and energy production; land, water, and air transportation; and telecommunications; meteorology.

► Public and social services: town planning and urban renewal; building and housing; community development; nutrition; industrial and labor relations; social welfare services and legislation.

► Other categories of activity carried out by the UNDP are agricultural productivity, education, and public health.

Besides the United Nations and UNIDO, these UN-related agencies execute the programs: International Labor Organization (ILO) at Geneva; United Nations Educational, Scientific and Cultural Organization (UNESCO), Paris; Food and Agriculture Organization (FAO), Rome; World Health Organization (WHO), Geneva; International Bank for Reconstruction and Development (World Bank), Washington; International Civil Aviation Organization (ICAO), Montreal; International Telecommunication Union (ITU), Geneva; World Meteorological Organization (WMO), Geneva; International Atomic Energy Agency (IAEA), Vienna; Universal Postal Union (UPU), Bern, Switzerland; Inter-Governmental Maritime Consultative Organization (IMCO), London; Inter-American Development Bank (IADB), Washington; African Development Bank, Abidjan, Ivory Coast.

Only specialists selected for UN or UNIDO projects are recruited through the North American Recruitment Office of TARS. The other organizations, related to the UNDP only as participating and executing agencies, recruit through their own offices.

These agencies have sent into the field over 36,000 technicians and advisers from more than 100 countries under the auspices of the UNDP and its predecessor organizations. Specialized contract services and imported equipment, amounting to more than $200 million, have been procured from nearly 100 different countries.

About half of the total project costs are met by UNDP, whose budget for 1969 has reached $200 million. The other half of the costs must be met by the requesting governments.

The many fields of activity in UNDP require that the specialists and experts manning the programs have a variety of experience and knowledge. Most experts have ten or more years of experience in their particular fields.

Language requirements are apt to vary, but usually, a knowledge of a language other than English is not required except in Latin America or the countries of the Far East, the Middle East, and Africa where French is spoken. A working knowledge of local languages does have a tendency to facilitate work.

UN experts do receive appropriate allowances in addition to their base pay, depending on their assignments.

Governments initiate requests

The government of the country making the request for the particular development program initiates the recruitment process for the specialists. A summary of each specialist assignment is prepared by the government with the assistance of the UNDP resident representative stationed in the country. A job description, based on the project's operation plan, is submitted to United Nations Headquarters for review, and then is circulated to governments, universities, professional associations, and industry by TARS and each specialized agency that recruits the experts needed by UNDP.

An increasing number of American businessmen and technicians, along with their employers, are realizing that a one or two-year leave-of-absence from their regular occupation is well worth the time, in terms both of the specialist's individual development and his firm's gaining an employee with familiarity of a sound investment venture.

Ervin R. Marlin, Director of International Organization Recruitment for the U.S. State Department, for one, has expressed the hope that more and more firms stress to their employees the career development aspects of such foreign assignments, giving assurances that on return to their regular jobs they need not worry about regaining status.

UNDP projects listed

At its recently completed seventh session, the UNDP's Governing Council approved 104 new projects and 19 supplementary earmarkings. A list of these projects by title, country, executing agency, and total cost was published in last week's *International Commerce*. Also, 162 large-scale pre-investment projects currently being implemented by the United Nations in 75 developing nations were described in the issue.

Chicago World Trade Conference emphasizes full Midwest scope

Several Commerce officials will participate as some 1,000 delegates exchange views on international operations problems

Several Commerce Department officials will be among the Government and business leaders taking part in the Chicago World Trade Conference when it convenes at the La Salle Hotel next month. Increasing participation from the greater Midwest area is being emphasized this year by an addition to the conference name: 32nd Chicago Mid-America World Trade Conference.

Sponsored jointly by the Chicago Association of Commerce and Industry and the International Trade Club of Chicago, the March 5-6 Conference will have as its theme, "Expanding International Trade—the Quest for Peace, Employment and Profits." Thomas H. Miner, Thomas H. Miner & Associates, Inc., is the chairman. Miner is a member of the National Export Expansion Council, and chairman of the Chicago Regional Export Expansion Council.

Purpose of the conference is the exchange of views and ideas on problems of export, import and international operations. Formal addresses, market roundups, and shirt-sleeve workshop sessions in which delegates participate are featured. More than 1,000 executives from across the country are expected to attend.

Participants from BIC

"New Directions for World Trade Growth" will be the subject of a talk by Lawrence A. Fox, Director of the Commerce Department's Bureau of International Commerce (BIC), at one of the general sessions.

Other Commerce Department speakers and panelists will be E. E. Schnellbacher, the Bureau's Assistant Director, talking on Opportunities for Newcomers in World Trade; J. Mishell George, East West Trade; Forest E. Abbuhl, Non-Tariff Barriers to Trade; and S. Stanley Katz, Finance as a Competitive Tool.

Additional topics scheduled for the general sessions are: Trade Expansion Under U.S. Restraints on Overseas Investment; International Advertising Policies That Work; Business Opportunities in Developing Countries; Structuring International Operations—the World As One Market; Marketing Success Stories; Management in the Future of International Operations. World Market Roundups will be presented on Europe, Africa and the Middle East, Latin America, and Asia (Pacific Area).

Luncheon speakers will be Donald W. Douglas, Jr., president of McDonnell-Douglas Aircraft Co., St. Louis, and Alexander Trowbridge, president, American Management Association, New York.

The closing address, "Speculations on the Year 2,000," will be presented by Herman Kahn, founder and director, Hudson Institute, Croton-on-Hudson, N.Y.

For registration information, **write:** 32nd Chicago Mid-America World Trade Conference, 30 West Monroe St., Chicago, Ill. 60603.

AMA plans meetings on East-West trade

A briefing session on East-West trade and an orientation seminar on the complexities of East-West trade and investment have been scheduled by the American Management Association for March.

The briefing session, Mar. 10-12, will include presentations by business executives and Government officials. Current legislation affecting East-West trade will be reviewed by Walter F. Mondale, member, Committee on Banking and Currency, U.S. Senate. Presentations by Government speakers will be: East-West Trade—the Position of the State Department, by Eugene M. Braderman, Deputy Assistant Secretary for Commercial and Business Activities, and Robert B. Wright, Office of East-West Trade, both of the Department of State; East-West Trade—Department of Commerce Policies and Procedures, by J. Mishell George, Assistant to the Director, Bureau of International Commerce, and Rauer H. Meyer, Office of Export Control, both of the Department of Commerce; Application of International Trade Rules to East-West Trade, by John W. Evans, Office of the Special Representative for Trade Negotiations; and an Analysis of East-West Trade, by Leon M. Herman, Library of Congress.

A panel discussion, East-West Trade as a Two-Way Street—the East European Viewpoint, will be presented by commercial officers of six East European nations.

The orientation seminar which follows on Mar. 12-14 will focus on specifics of East-West trade—the workable procedures and practical details.

For further information, **write:** American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

Mississippi Valley traders, New Orleans Exposition to share concurrent dates

The 24th Mississippi Valley World Trade Conference has been scheduled to coincide with the final three days of the New Orleans World Trade Exposition, Apr. 18-22.

A special session of the conference will feature world trade leaders from Mississippi, this year's Honor State, headed by Gov. John Bell Williams. The conference is also one of the sponsoring organizations for the exposition.

The conference will be held in New Orleans' Roosevelt Hotel, while the trade exposition will take place in the Rivergate, the Port of New Orleans Exhibition Center. Registration for the entire conference (Apr. 20-22) is $50.

Write: Mississippi Valley World Trade Council, 1839 International Trade Mart, New Orleans, La. 70130. Attn.: Mr. N. G. Koutroulis.

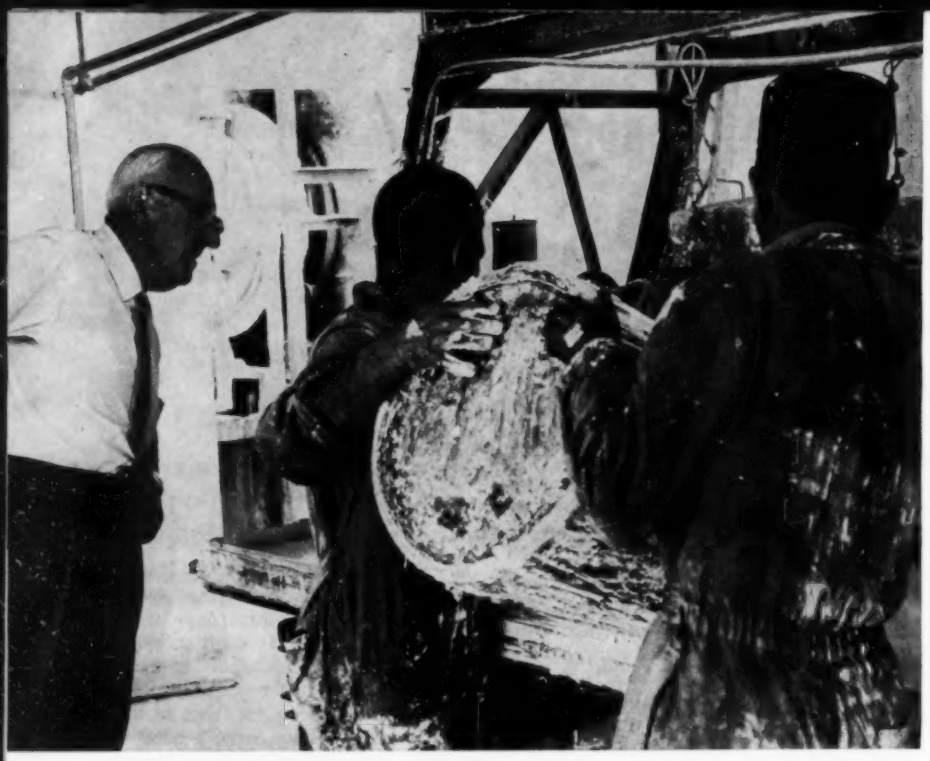
Or: New Orleans World Trade Exposition, 1136 International Trade Mart Bldg., New Orleans, La. 70130.

Miami Law Center to hold Latin business institute

The Law Center of the University of Miami (Florida) will sponsor its annual Institute on Business Transactions in Latin America on Apr. 18-19 at Miami's Sheraton Four Ambassadors Hotel.

The Institute has been established to provide the expert in inter-American business transactions, lawyers, and businessmen with an annual forum in which to review significant developments in inter-American trade relations and their legal ramifications. The format will depart from the seminar type program of the past two years and will permit direct participant involvement in all discussions.

Write: Law Center, University of Miami, P.O. Box 8087, Coral Gables, Fla. 33124.



FORTY YEARS OF EXPERIENCE are at work here in a Libyan gypsum plant as Walter O. Herren, formerly with Remington Rand and General Motors, develops local industrial inspection techniques. His project is one of the 25 the International Executive Service Corps is undertaking in Libya.

U.S. management volunteer unit, now in fifth year, nears 1,000th project in emerging nations

International Executive Service Corps supplies aid to companies on administrative, production, marketing and other problems

The International Executive Service Corps (IESC) continues, as it enters its fifth year, to supply experienced U.S. businessmen on a volunteer basis to help companies in developing countries with administrative, production, marketing, finance, and personnel problems. IESC has attracted U.S. businessmen to take limited leaves of absence or break their retirement to put in some months as consultants in the fields they know best.

Some 80 corps members are presently serving in over 40 developing countries, and an equal number are getting ready to go. IESC hopes to have 500 new projects underway in 1969.

At last report in this magazine, Aug. 1, 1966, 70 projects had been completed. Now IESC's records show 826 projects have been concluded, more than half of them in Latin America.

"The object of exposing the businessman in the developing country to U.S. personnel and techniques is to improve his own business. If enough businesses can be aided in this way, it should benefit the country's economy. And improving the economy of developing countries makes them better able to participate in the give and take of world trade," said an IESC spokesman.

From the recent record of accomplishments come these examples:

In Tripoli, Libya, Walter O. Herren, formerly with General Motors and Remington Rand, assisted the Ministry of Industry in organizing and developing general industrial inspection techniques. Herren had retired to Pompano Beach, Fla., after more than 40 years work in industrial management methods and procedures and industrial engineering.

After visits to various plants in Libya, Herren developed procedures for quality control that include the scheduling of training seminars, the writing of two manuals (one on setting up an inspection system and one on training new employees), and the creation of action plans. The program was judged particularly successful in the tile and food products lines, where consumer confidence had been lost.

J. R. Carriveau of Albuquerque, N.M., general manager of Mossman-Gladden, Inc., a home building and construction concern, took six weeks off to advise a road-building and construction company in Managua, Nicaragua, on organization, control, maintenance and supply, general administration, and financial management.

Carriveau found the client to be overextended and on the verge of financial collapse, and devoted his efforts toward the problem of immediate survival. He recommended that the company abandon all but one or two lines. By concentrating on operations where adequate and dependable employees are available and individual supervision can be given, the firm should be able to survive and eventually expand by taking on new projects gradually and carefully.

The Imperial Hotel Ltd. of Singapore had leased a large apartment building and wanted to convert it into a first class hotel. Harry M. Anholt of North Palm Beach, Fla., had been associated with the hotel industry in operating, management, and executive capacities for 30 years prior to his retirement in January 1968. Anholt determined that while little more than the outside frame of the building could be used, it would be possible to convert it into the desired property. He also advised on procurement of equipment, furnishings and machinery to fit into the client's proposed engineering plans and budgets.

IESC was developed in 1964 by the Agency for International Development and private firms to extend American management experience to the developing countries. Some 200 companies, eight of them former overseas clients, serve as sponsor members, making annual contributions to IESC's operating expenses. In addition, each client makes a contribution, to help cover expenses.

IESC recently picked as its new chairman of the board George D. Woods,

former president of the World Bank. He succeeds New York banker David Rockefeller, who remains on the board. IESC president is Frank Pace, Jr., Director of the Bureau of the Budget and Secretary of the Army under President Truman.

The program is directed abroad by a resident representative in each country where there is a significant number of projects. At present there are 22 representatives, six working without salary.

An IESC project begins when a locally-owned company in a developing country asks for assistance—through the IESC representative in that country, if there is one. IESC screens the company for such factors as whether it has a growth potential and a management that can benefit from IESC help; whether its survival and success will assist the local economy; whether similar help is available locally or at reasonable cost; and whether management is willing to contribute to the cost of the program. (Clients' contributions are not high by U.S. standards, but large enough to insure that the firm is serious about requesting and accepting assistance —they now average $1,200-$1,500 per month.)

CONSTRUCTION KNOW-HOW FROM THE U.S. came to Nicaragua in the person of J. R. Carriveau of Albuquerque, N.M. He advised a Managua construction firm to concentrate on fewer, optimum projects.

Once IESC makes the decision to help, it must find the most appropriate executive. It maintains a file of the names of more than 5,000 qualified businessmen who have volunteered to serve. If a search doesn't turn up a candidate, IESC's recruiters around the country (who are volunteers) get to work. Once the man is matched to the job, he is given a brief orientation. Learning a language is not necessary as top management overseas generally speaks English.

HELPING PLAN A REMODELED HOTEL in Singapore, U.S. volunteer Harry Anholt inspects kitchen equipment. He has worked on U.S. hotels: Brown Palace, Denver; Biltmore, Roosevelt, Commodore, New York.

The average length of an IESC project is three months. This has been found to be long enough to accomplish most assignments but short enough to remove any fear that the Corps member will wind up running the company.

Corps members, who receive transportation and living expenses but no salary, are encouraged to take their wives along, and the women often participate in volunteer programs at local hospitals and other service institutions.

One-fifth of all projects handled to date have been in agriculture and food processing; approximately 10% were in textiles, and another 10% in banking and finance. Other fields are construction, engineering, leather work, quarrying, tourism, aviation, broadcasting, and plastics.

IESC considers the best evidence of its success the increasing demand for its assistance around the world. Of more than 1,700 requests IESC has received in the past four years, it has been able to respond to nearly two-thirds of them. In many cases client firms have asked for further help—either a return, follow-up visit by the same volunteer adviser, or the assignment of another man to a different management or technical problem.

Readers interested in applying for service in the International Executive Service Corps should **write:** International Executive Service Corps, 545 Madison Ave., New York, N.Y. 10022, or telephone Area Code 212-688-6400.

Export Association companies already at work overseas

Activities under way in several countries; proposals for new associations of firms invited

The new Joint Export Association program is off to a fast start.

Only three days after the first JEA contracts had been signed Jan. 10, company representatives were in Iran, Sweden, Greece, and West Germany.

What's more, one JEA contracting group has made available to another an important export lead, illustrating an advantage that had not been foreseen—cooperation between associations.

The JEA program offers companies that associate to expand sales abroad financial help for the systematic development of specific export markets over a sustained period. The program got under way last month when it launched five trade development projects in which private contractors and the Commerce Department's Bureau of International Commerce (BIC) will share the costs of overseas market research, advertising, publicity, distribution of technical data and samples, participation in trade exhibitions, international promotional travel, and training of sales and service personnel.

The five contractors, representing 78 participating companies, are: Ad Auriema, Inc., New York, N.Y.; Cleveland Overseas Corp., Cleveland, Ohio; Institute for the Development of the Metalworking Industries, Inc., New York, N.Y.; NFC Industries, Inc., Mt. Vernon, N.Y.; and Tennant Development Corp., New York, N.Y. They were selected from the more than 60 that submitted proposals after the program was announced last August.

Contracts call for development of sales of electronic, refrigeration, and industrial components and instrumentation equipment in Western Europe; tires and industrial rubber products in the Middle East and Africa; food processing, bottling, and packaging machinery in the Middle East, Far East, and Southeast Asia; and metalworking equipment in the Near East, Southeast Asia, and Africa.

Five days after the first contracts had been signed, a team of three senior sales engineers representing the metalworking consortium arrived in an overseas market to consider whether to bid on a large machine tool installation. The metalworking group will try to determine whether it can compete against the products and credit terms offered by foreign competitors.

As for the cooperative effort mentioned earlier, one group has made available to another group a feasibility study for a plant that will include machinery sold by the latter group. In the absence of a JEA program, the exchange of information on possible new business probably would not have occurred.

More than half of the participating companies are small firms. All of them are listed in the Jan. 20 issue of INTERNATIONAL COMMERCE.

Several hundred inquiries have been received in the few months since the program was announced, according to Lawrence A. Fox, Director of BIC. More proposals are invited. **Write:** Joint Export Activities Division (BIC-912), U.S. Department of Commerce, Washington, D.C. 20230.

Export licenses extended in longshoremen's strike

The U.S. Department of Commerce is extending the validity period of validated export licenses covering exports affected by the Longshoremen's strike.

Licenses that have expired or will expire during any month in which the work stoppage is in effect are extended to the last day of the month following the month in which the strike terminates. To date, licenses expiring in December, January and February are affected.

Details of the announcement appear in Current Export Bulletin No. 982, dated Feb. 5. Copies may be obtained for 25 cents from any U.S. Department of Commerce Field Office, or from Room 2119, U.S. Department of Commerce Building, Washington, D.C. 20230.

World bidders to supply Guyana education project

The International Development Association (IDA) and the World Bank are lending $5.8 million to Guyana for the first stage of a long-term educational plan which will bring about a major and essential restructuring of the education system below the university level.

The total cost of the project is estimated at the equivalent of $10 million. The Bank loan and IDA credit will cover the estimated foreign exchange costs, and the remaining costs will be met by the Government.

Trade Zones unit takes approval step in Maine proposal

Board is expected to convene shortly to act on recommendation of Committee of Alternates

Approval of a Foreign-Trade Zone at Portland, Me., and a subzone for an oil refinery at Machiasport, Me., has been recommended to the Foreign-Trade Zones Board by the board's Committee of Alternates.

Secretary of Commerce Maurice H. Stans said Feb. 10 that he intends to convene a meeting of the board in about two weeks to consider the committee recommendation.

The Committee of Alternates urged that the Maine Port Authority, if it wins approval for the refinery subzone, be reminded that the subzone should be open for use by more than a single company. It also noted that while it is expected that the national balance of payments will be aided by the Maine proposals, variable circumstances could change this conclusion, and this should be kept in mind by the operating officials.

The committee also declared:

"In recommending approval of this application to the board, the committee wishes to state that under the Foreign-Trade Zones Act such approval would encompass only the establishment, operation, and maintenance of the general purpose zone and the special purpose subzone by the Maine Port Authority. It would not constitute endorsement of any particular user or users of these facilities.

"Furthermore, the Committee of Alternates wishes to emphasize that if the board should approve this application, such approval would not be, and should not be regarded as, an expression of a position by the board with respect to any applications to the Department of Interior for allocations or licenses required under the Mandatory Oil Import Program in connection with use of the proposed subzone."

The Committee of Alternates consists of Acting Assistant Secretary of Commerce for Domestic and International Business Stanley Nehmer, Acting Assistant Secretary of the Treasury Matthew J. Marks, and Col. A. D. Wilders of the U.S. Army Corps of Engineers.

June Bangkok show to present U.S. data processing machines to Asian buyers with proven high interest

Computer hardware, software services seen in demand to keep pace with economic, industrial expansion in Southeast Asia area

U.S. data processing experts will bring their technology and equipment to Asian nations about to enter the computer age in a Commerce-sponsored data processing sales exhibition and seminar at the U.S. Trade Center in Bangkok, Thailand, June 23-27.

The show and seminar will put U.S. makers of computer hardware equipment and software services on the ground-floor of a large potential market. Data processing equipment and techniques are in growing demand in Asia to keep pace with rapid economic and industrial expansion.

Commerce's Bureau of International Commerce, sponsor of the program, recently completed a survey of 300 Asian firms and government offices in 12 nations that indicated a widespread desire for more information about data processing techniques and applications. Asian government officials and business leaders have voiced enthusiasm and given their support for the Bangkok Trade Center events.

The show will feature American data processing hardware and software skills and services. Equipment, films, graphics, and mock-up models designed to improve the viewers' understanding of data processing and its applications will be on display.

Seminar planned

A comprehensive five-day seminar will run concurrently with the Trade Center exhibit, covering topics suggested by Asian businessmen. Emphasis will be on workshop sessions and small discussion groups to encourage direct exchange between experts and Asian visitors.

Asian participants will have an opportunity to discuss data processing with top U.S. computer experts and representatives of major U.S. firms; see how computer techniques can aid Asia's economic and social development; and discuss the application of U.S. products and services to their particular problems.

Exports of data processing equipment to various countries of the world are listed under the broad category of office machines. This includes calculating and accounting equipment, statistical machines, and electronic computers. According to Commerce Department Market Share Reports for these classifications, the total value of this type of equipment exported to 11 of the 12 countries surveyed reached $15.3 million in 1966. (No figures are available for Laos.)

Rapidly growing market

U.S. manufacturers supplied approximately $5.3 million, almost one-third of the total imports in this broad category of office equipment in 1966. Later and more detailed statistics on computer imports are not available, but research has indicated a rapidly growing market with promising sales potential. According to the recent survey, U.S. firms are the major supplier of data processing equipment and services in the area and can expect to continue to hold a large share of the market.

Markets in the area surveyed range from the Philippines, importing approximately $3.6 million worth of office equipment and Malaysia/Singapore with imports totaling nearly $3 million, according to 1966 Market Share Reports, to Burma which imported $64,000 in these categories. Middle markets are India (1.8 million), Thailand ($1.6 million), and Indonesia ($1.3 million).

Sales potential for data processing equipment in Asia is wide ranging, from small computers to sophisticated large-scale installations. For example, a firm in Hong Kong needs a computer to process on-line reservations while a company in Indonesia wants to replace its present computer with a more advanced machine for use in foreign exchange administration. An industrial firm in Manila has forecast need for a computer in 1970 for inventory control and production management. A petroleum company in Singapore is interested in linear programming, critical path and production control and scheduling; several companies in Ceylon have expressed interest in sharing the use of a computer; and a consulting firm in Pakistan needs a computer for sales analysis and job costing.

Other equipment reported in demand in Asia includes analog and digital computers; card punching, sorting, and tabulating machines; film readers; input devices such as magnetic ink readers, optical scanners, and paper tape readers; printers; control panels; discs and random access devices; and other related equipment.

The program will attract key representatives of government and business who are potential users and purchasers of U.S. products. Already more than half the 300 firms polled by Commerce have expressed interest in attending the show and seminar, and a market development officer will travel throughout the region to follow up on this expressed interest by extending personal invitations.

The last workshop/trade show—on materials handling—held at the Bangkok Center drew more than 70 leaders from nine Asian countries who joined approximately 400 Thais to hear American businessmen talk about their products and services.

U.S. manufacturers of data processing equipment and firms providing computer services who are interested in taking advantage of this unique opportunity may obtain additional information from the U.S. Department of Commerce (BIC-918), Washington, D.C. 20230 (telephone: Area Code 202, 967-5148) or from any of Commerce's Field Offices throughout the country.

Duesseldorf clothing fairs set

Dates have been announced by the Duesseldorf, Germany, organizers of the IGEDO series of Women's and Children's Outerwear international trade fairs for the four IGEDO fairs planned for 1969.

Fall and winter clothing will be shown at the two spring editions, set for Mar. 16-19, and Apr. 26-30. Styles for spring and summer of 1970 will be shown at the Sept. 14-17 and Oct. 26-30 events this year.

Write: IGEDO Internationale Modemesse G.m.b.H., Duesseldorf, Germany.

AMERICAN FOODS FESTIVAL in Tokyo last April resulted in large-scale sales of U.S. food products to Japanese store buyers. Two Agriculture Department-sponsored fairs and two Trade Center shows are planned for this year. Window display at London Center (above right) featured U.S. specialty foods.

Agriculture Dept. plans fairs, Center shows

Success of 1968 traveling exhibition brings two more of same this year

Five U.S. Department of Agriculture exhibitions are scheduled abroad this year in three places where U.S. food promotion is on a continuing basis—at the U.S. Trade Centers in London, Tokyo, and Milan.

One of these, at the Milan Center Jan. 14-19, featured U.S. frozen foods as well as the more conventional canned processed foods. The highlight of the exhibition was a seminar conducted by three U.S. industry representatives.

Two showings are set for March, one in London, and one in Tokyo. U.S. processed wood products will be the center of attraction at both these exhibits, as a result of an agreement last year with the American Plywood Association.

The final two Trade Center exhibitions on the Agriculture Department calendar this year will both be held in October, at the London and Milan Centers.

Traveling exhibits planned

The bulk of Agriculture Department export sales promotions this year will be at established international trade fairs, with some variations patterned after past successes.

Upcoming exhibitions include two "road shows," traveling trade fairs visiting several cities in a given area. Based on the successful format of last year's traveling fair to Barbados, Trinidad, and Curacao in the Caribbean, the 1969 editions will journey to the Far East and the European Alps areas.

The oriental sales tour, scheduled for October, will make stops in Singapore, Hong Kong, and Osaka. Also tentatively set for inclusion in the show's itinerary are Manila and Bangkok. The Singapore show will be the first U.S. food promotion in that country, and the Hong Kong exhibit will be a follow-up to a highly successful similar show in 1966. The Osaka exhibition is expected to give U.S. food products exporters a chance to capitalize on the greatly increased demand for food supplies generated by planning for Osaka's World's Fair, EXPO '70.

The second road show, a November trip to the Bavarian section of Germany and to Austrian cities, will be timed to fall between the summer and winter tourist seasons in the Alps. Emphasis will be on institutional rather than retail grocery trade for this show, and U.S. producers of catering packages of institutional size have been asked to participate.

Three fairs have already been held this year—in Amsterdam, Berlin, and Eastbourne, England—and nine others are planned for the remainder of 1969.

For the first time in several years, the Agriculture Department will mount an exhibition at the Japan International Trade Fair in Tokyo, Apr. 17- May 6. Japan is the number one customer abroad for U.S. food products, and this showing will include feedgrains, wheat products, citrus fruits, and other foodstuffs. Between one million and one and one-half million visitors are expected at the fair.

Europe's oldest agricultural fair, the international exhibition at Verona, Italy, will have a U.S. display again, as it has annually since 1957. The Verona exhibition is set for Mar. 9-17.

For the first time on a large scale, the U.S. Department of Agriculture will join with the U.S. Information Service to sponsor an exhibit at the Kinshasa International Fair in the Congo, June 30-July 11. Poultry, rice, and wheat will be the major products shown, in an attempt to measure African market potential for these and other U.S. food products.

U.S. livestock and livestock feed will be shown for the third time at Santarem, Portugal's National Agricultural Fair in June, in association with several U.S. trade groups.

Return to Irish fair

Favorable reception of U.S. foods at the Irish International Food and Drink Fair two years ago, followed by a good post-show sales record, will bring U.S. participation again in the 1969 show, to be held Aug. 30-Sept. 7.

U.S. Holstein-Friesian breeding cattle will be on display for the fifth time at the International Fair of Dairy Cattle, set for Cremona, Italy, during September. Italy ranks high among buyers of U.S. cattle.

The first U.S. solo exhibition of foods in Belgium will take place Sept. 3-8 in conjunction with the Food Industry Trade Fair in Brussels. Belgian chain and institu-

tional buyers will be invited to see the latest U.S. processed foods in a special exhibit apart from the international show.

Cologne's International Exhibition of Fine Foods and Provisions, said to be the largest food fair in the world, will be the site for a major showing by at least six U.S. trade groups and as many as 100 American makers of food products. Pavilions from more than 50 countries will vie for German business at the Cologne exhibition.

The final show on Agriculture's 1969 schedule will be the first U.S. entry into the International Catering and Hotel Exhibition, to be held Nov. 13-19, in Basel, Switzerland. Many nearby resort food purchasers are expected to attend the Basel show, where the U.S. exhibit will emphasize frozen and processed foods easiest to handle and store.

For further information on any of the Department of Agriculture shows planned for the balance of this year, **write:** International Trade Fairs Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250.

Djakarta Fair planning repeat of 1968 success this summer

The success of the first Djakarta, Indonesia, Fair in 1968 has prompted the organizers of the event to make it an annual fair. The 1969 edition will be held June 15-Aug. 23, and U.S. firms interested in establishing a foothold in the Indonesian market or promoting further sales of products there have been invited to mount exhibits.

The fair has been lengthened this year from one month to ten weeks, and the fair grounds area for the fair has been doubled in size to accommodate an expected increase in the number of exhibitors.

"Development, Progress, and Prosperity" is the overall theme for the 1969 fair. Other themes include the commemoration of the country's 442nd anniversary on June 22, and the recently announced five-year development plan, stressing trade, industry, agriculture, investment, social and scientific progress, and tourism.

Indonesian Government estimates of attendance at the 1968 fair total 1.6 million persons, and a much more extensive planning program this year is expected to increase this total considerably.

The announced deadline for completion of agreements to exhibit at the 1969 Djakarta Fair is Apr. 2, and assistance and further information is available from the Indonesian Embassy, Washington, D.C. 20036.

TURKEX tops 1967 post-Izmir business machine show sales

Exhibit at Ankara yields spot sales of $202,000; $1.6 million forecast

Following in the tradition of its 1967 predecessor, a second highly successful offshoot show was held last fall in Ankara, Turkey, immediately following the U.S. Exhibition at the Izmir International Fair.

BIZMAX, the first such show, brought $850,000 in sales to the 13 firms which transferred their business machine displays from Izmir to Ankara for the rerun show.

Fears had been expressed early in 1968 that the business climate in Turkey would preclude another satellite exhibition at Ankara, but despite early difficulties with Turkish import quotas, 14 of the firms taking part in the U.S. Pavilion at Izmir in 1968 organized a second minishow, with maxiresults.

TURKEX, as the 1968 version of the show was known, generated over $202,000 in immediate sales for the exhibitors, all well established in the Turkish market already.

Projections of sales for the twelve months following the showing were $1.64 million, nearly twice the projection made at the close of the 1967 BIZMAX show.

Market development and promotion activities benefited from the experience of the previous exhibition, and over 1,000 visitors arrived to see the TURKEX displays, some 400 more than had attended the 1967 version.

New and much more attractive exhibition arrangements were possible in 1968 at the Turkish Union of Chambers, and a larger staff was used to man the show, yet TURKEX more than paid for itself, leaving a surplus for possible future use for similar displays in Turkey.

None of the 14 exhibitors at the Ankara showing felt they had failed to meet their pre-show expectations. All were Turkish agents for U.S. manufacturers.

As in 1967, the TURKEX show concentrated on business machines with one firm showing heavy equipment, and another displaying industrial cleaning equipment.

Even though its display was somewhat out of character for a show primarily of smaller equipment, Acker Drill's representative reported that he had reached his target audience for his drilling machine, displayed outside the main exhibit hall, during the first two days of the show.

American Lincoln, which showed institutional maintenance equipment, found exactly the audience its agent had wanted in the heavy attendance of Turkish Government officials, who had been especially invited to the show. Municipal governments, hospitals, and several state enterprises bought American Lincoln equipment, and the local representative had to revise his actual sales figure upwards from $50,000 to $100,000 within a few days of the show's close, since he had signed final sales agreements that were reported as pending just after the exhibition.

The outstanding sales success of the show was turned in by the local agent for the Univac Division of Sperry Rand and Mohawk Data Sciences Corp. Two Mohawk data recorders were on display at the agent's booth, and by the end of the show, both had been sold, at $15,000 each, to a Turkish customer. Demonstration of the units on the spot and testing by operators clinched the sale.

A Univac 9300 computer with accessories, on display at the same exhibitor's booth, was purchased during the last hour of TURKEX. The $90,000 sales cleared the agent's stand of merchandise.

Plans are already afoot for a 1969 successor to BIZMAX and TURKEX, with consideration being given to a series of exhibits to follow this year's Izmir Fair. Possible stopping points for the show include Istanbul, Adana, and Samsun, as well as Ankara.

TURKISH REPRESENTATIVES for Acker Drill found the audience he was seeking during the first two days of the TURKEX show held by 14 exhibitors after the U.S. Exhibition at the 1968 Izmir Fair.

Surging computer sales forecast for coming years in expanding four-country Scandinavian market

Show at Stockholm in June to introduce U.S. manufacturers to good opportunities for peripheral equipment, accounting units

Scandinavian industry's rapidly increasing demand for computer-age speed and efficiency and its advanced state of technological development will push the Nordic market for data processing equipment to the $100 million mark this year.

To help U.S. manufacturers of data processing equipment increase their sales in this market, the Commerce Department will sponsor a special sales show at the U.S. Trade Center in Stockholm, June 11-17.

Market research conducted in Scandinavia predicts a surge in sales of small computers as well as increased demand for computer peripheral equipment. Best sales prospects are reported in the rapidly opening peripheral equipment market for devices used in input operations, data transmission systems, and equipment facilitating efficient utilization of data output.

Excellent sales prospects are also reported for sophisticated electronic machines designed for complex accounting operations, invoicing, and stock control. Machines for transportation and traffic control, research and statistical analysis, industrial process and laboratory research control, data logging, and hospital monitoring are also in demand.

U.S. biggest supplier

According to market research and informed Scandinavian trade sources, American industry has supplied over 70% of computer equipment already installed in the four-country area and accounts for an even greater portion of computer and peripheral equipment on order. U.S. exports of related equipment to the Nordic countries totaled $13.4 million in 1967. However, more U.S. equipment is actually in use in the region, since the bulk of Nordic imports is supplied by European-based American manufacturing and assembly plants making American designed or manufactured equipment.

Market breakdowns for each of the four Scandinavian countries reveal the following:

SWEDEN: With 500 computers worth about $200 million now in operation, an additional 250 on order, and an estimated 1,200 in operation by 1975, Sweden is the leading user of data processing equipment in the region. Imports of electronic data processing and peripheral equipment are increasing rapidly, up 120 percent to $92 million in 1967. Direct exports from the U.S. reached $7.2 million that year, about 10% of the market. However, Swedish imports of U.S. peripheral equipment and parts accounted for 40 to 50% of the import market, reflecting the bulk of American-designed equipment imported from foreign-based American companies. Swedish sources estimate the market for computers and related wares will continue to expand at an annual growth rate of at least 20 percent over the next few years.

Other Scandinavian markets

DENMARK: The U.S. share of the Danish market for electronic calculating machines has averaged about 20%, for parts and accessories about 30%, over the past three years. Direct exports of related equipment from the U.S. to Denmark totaled $3.4 million in 1967. Estimates show about 225 operating computers at the end of 1967, with 75 additional machines on order.

FINLAND: Demand for computers and peripheral equipment has grown nearly 200% over the past four years, with 155 installations now operating and another 27 on order. Estimates of future industry growth range between 10 and 15% per year. In 1967, direct U.S. exports of related equipment to Finland totaled $1.3 million.

NORWAY: The market for EDP machines has increased almost 3.5 times since 1965 to a value of $12 million in 1967, and will not reach its full potential until 1971-73. Norway now has approximately 160 operating computers with about 45 on order. Direct imports from the U.S. totaled $1.5 million in 1967.

A market development campaign is already under way throughout Scandinavia to attract buyers and agents to the Stockholm show. Representatives from Nordic government agencies, financial institutions, computer-time sharing centers, and manufacturing and transportation establishments are expected to attend the event.

Past successes

U.S. manufacturers of data processing equipment have increased exports of their products through participation in similar Commerce-sponsored events. Sixteen participants in a compact computer show at the London Trade Center in January 1968 earned $80,000 in off-the-floor sales and predicted one-year sales of nearly $2.7 million. At London's international Instruments, Electronics, and Automation (IEA) trade fair in May 1968, 62 U.S. firms participating sold $1.3 million worth of equipment and expected $7.5 million sales in the ensuing 12 months.

U.S. firms interested in participating in the Stockholm exhibit may obtain additional information from the U.S. Department of Commerce (BIC 946), Washington, D.C. 20230 (phone: Area Code 202, 967-3713) or from any of Commerce's Field Offices.

Hanover, Germany, Fair plans major expansion of facilities

The Hanover Fair, which calls itself the world's largest industrial fair, has announced plans for a major expansion of the exhibition facilities it maintains in Hanover, Germany.

A new exhibition hall covering 860,000 square feet is to be built during the next year to accommodate the office machinery and data processing equipment industry. This important industry group had been laying plans to start a separate data processing fair elsewhere in Germany if new provisions were not made at the Hanover fair area.

The new hall, expected to be available in time for the 1970 Hanover Fair, will be built on pillars to provide room for parking on the ground level. Plans also call for a total of 1,000 small apartments to be built atop the exhibition hall, for use by exhibitors who find it hard to come by hotel accommodations in Hanover at fair time.

Also included in the $11 million expansion project will be several additions to existing facilities, as well as connection of the private fair railroad system to the German Federal railway system, providing easier connections for fair visitors and exhibits.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The **Colombian** Government has selected Renault of France and Dina of Mexico as the companies with which it will sign contracts for the assembly of automobiles, trucks and buses. According to local reports, production is slated to begin in approximately 18 months. The official selection has been pending since the opening of the bidding process in November 1967. During the interval the Government had studied the proposals of over 20 foreign automotive vehicle producers. This decision will considerably increase the size of the Colombian motor vehicle industry. At present, a subsidiary of Chrysler assembles the firm's truck line and Simca model auto, while a locally-owned firm assembles International Harvester trucks and Willy's jeeps. . . . The Continental Illinois Bank and Trust Company of Chicago, Illinois has opened a **French** branch office at 10 Avenue Montaigne, 75 Paris (8e). . . . The Budd Co., of Philadelphia, has founded a subsidiary for the **German** market, the Budd G.m.b.H., of Inningen, Germany. The new company will sell the parent company's insulating materials and rolled synthetic products. . . . The city government of Djakarta, Indonesia has imported 50 new Valiant cars from Chrysler Australia Ltd. for use as tourist taxis. The purchase was made with a $100,000 credit granted by the exporter and guaranteed by a private importing firm, Indonesian Service Co. . . . Preliminary surveying for **Spain's** 68 kilometer Bonanza Canal, which will link Sevilla to the sea, recently began. When completed, the canal will accomodate tankers of up to 20,000 d.w.t. . . . Schwepps and the Cadbury Group appear to be on the verge of concluding arrangements for merging the two **U.K.** organizations. If concluded, the merger would create a beverage-confectionery organization with yearly sales of nearly $468 million.

New Zealand snaps back

Recovery from 1967 economic slump paced by 220% increase in trade surplus

During 1968 New Zealand made a remarkable recovery from its economic troubles of 1967. The semi-annual Economic Trends Report from the U.S. Embassy in Wellington said that provisional overseas exchange transaction figures for 1968 showed a surplus on trade transactions of more than $265 million, an amazing 220% increase over the 1967 balance.

The devaluation by 19.45% in November 1967 was a major factor in sharply improved export receipts, which went up from $816.5 million in 1967 to $1058.4 million in 1968.

At present New Zealand has a satisfactory export market in the United States. This trade has been running at two to one in New Zealand's favor. New Zealand Reserve Bank figures for the calendar year 1968 show receipts for exports to the United States of $215 million and import payments of $106.8 million, for a favorable New Zealand trade balance of $108.2 million.

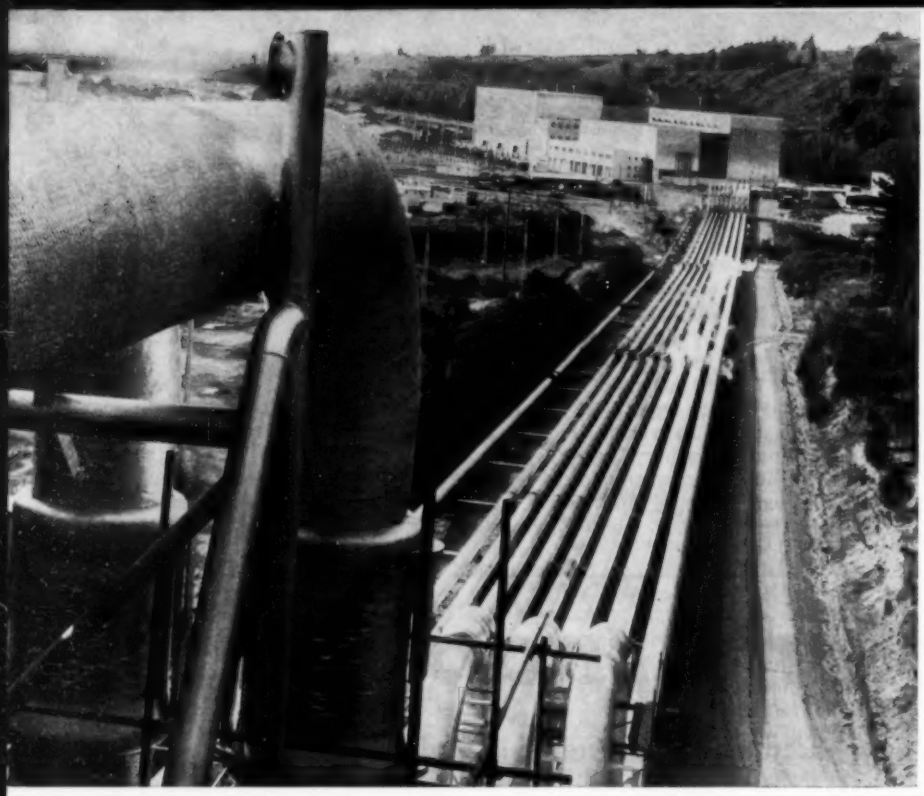
U.S. can up sales

New Zealand's improved overall balance of trade and payments position should enable U.S. manufacturers to increase their sales to New Zealand in 1969. This development should be aided by relaxation of New Zealand import licensing restrictions.

It is doubtful if New Zealand will be able to increase its sales to the United States in 1969 at the high rate of 1968. U.S. quotas on dairy products and voluntary restraints on beef will tend to limit sales of these exports. American manufacturers can provide capital goods required by New Zealand to help diversify its economy.

As an example of the type of American goods which interest New Zealand, licensing agreements to manufacture or agencies to import the following products have recently been solicited: elevators and elevator equipment; engineering equipment, including welding and electronic equipment; valves and other equipment for use with natural gas transmission; paper industry machinery; agricultural chemicals, including fertilizers and pesticides; and polypropylene broad woven fabrics for carpet backing. Interest in houseboat manufacture, beach cleaning machinery, and art-

MEAT EXPORTS, PACED BY A $500,000 LAMB SALE TO THE U.S. ARMED FORCES, were the brightest spot in New Zealand's 1968 economic picture. This is a high country sheep farm on South Island.



PROSPECTS FOR SALES OF CAPITAL GOODS are particularly good, despite the overall smallness of the New Zealand market. These are the steam mains at the Wairakei geothermal power project.

ists paints and equipment was also expressed.

There will also be a steady and growing demand for such products as agricultural, metalworking and office machinery, chemicals, and printed matter. With a rapid expansion in the construction of new hospital facilities throughout the country, the outlook for sales in 1969 of electromedical and electrotherapeutic apparatus also appears promising.

A continuing handicap for United States manufacturers selling to New Zealand is the wide range of substantially lower tariffs extended United Kingdom exporters under the British Preference Tariff system. Nevertheless, many American products sell well because of competitive pricing and excellent quality.

United States companies should explore the opportunities to manufacture in New Zealand under license. Many United States firms have been successfully selling their products in New Zealand for years under such licensing arrangements.

The Government of New Zealand is continuing to encourage private foreign investment which will help the country diversify its economy and will introduce new technical skills.

After the United Kingdom, Australia remains the second most important exporting country to New Zealand. Moreover, Australian exports can be expected to grow, as the limited Australia-New Zealand Free Trade Agreement is further extended.

Japan is a strong competitor for New Zealand markets. Bloc country representatives are also becoming more active. Czechoslovakia, Poland, and the USSR have pointedly expressed interest in selling more of their equipment in New Zealand to redress the balance of trade in New Zealand's favor.

In spite of the intense competition for New Zealand's relatively limited market, the great improvement in the economy during the past year should provide good opportunities for U.S. capital goods manufacturers to sell products which will help this country gradually increase its output of competitively priced manufactured goods.

On the import side, continuing its announced policy of gradually substituting tariffs for import quotas, the Government recently published a list of additional products being exempted from licensing requirements, effective last November (INTERNATIONAL COMMERCE, Jan. 13). Imports increased substantially between July and November, up 40% to $415.5 million. The largest increase was in imports of products exempt from licensing, which scored a 90% gain.

Based on an orders and payments survey, it is estimated that private imports for the twelve-month period ending May 31 will total $790.7 million, up sharply from $646.2 million for the previous year. Imports for the year ending June 30 are expected to set a record.

The Government is alert to prevent too sharp an increase in imports, which would quickly reverse the favorable balance of trade. In late January, Finance Minister Muldoon warned importers that excessive importing, particularly for stocks, was uncalled for, and if continued, tighter bank credit measures could be introduced. At the same time, the Finance Minister estimated that by the end of June the current account surplus would fall below the 1968 figure, but would not turn into a deficit.

Exports lead way

The success story of the year for New Zealand's economy was the great rise in export earnings from sales of meat. In the 11 months ending Nov. 30 sales were up 35% from the same period in 1967. Sales to the United States alone increased 50%. A January sale of a million pounds of lamb to the U.S. Armed Forces for approximately $500,000 was welcome; producers hope to make additional sales to the Department of Defense.

The 4.5% increase in the voluntary quota for beef shipments to the United States to 211 million pounds was accepted somewhat reluctantly, as New Zealand beef producers would like to continue developing this excellent export market without restraint. However, neither the Government nor the producers want to see a quota introduced.

Another favorable trend was the increase in export sales of forest products. Receipts jumped 80% in the first eleven months of 1968.

While still relatively small, exports of crayfish tails to the United States are doing very well. The result for the New Zealand consumer is a sharp rise in local crayfish prices, with the delicacy in very short supply.

Government officials preparing for the annual butter quota negotiations with the United Kingdom again hope to match last year's quota of 176,000 tons. They are concerned, however, by the large stocks of butter in the United Kingdom.

The sale of cheese at cut-rate prices by European producers is also a serious worry to New Zealand producers. The recent additional quota of 7.5 million pounds granted by the United States for other New Zealand cheeses almost doubled the nation's cheese qouta.

During visits to the United Kingdom and Europe, New Zealand Government spokesmen have continued to press the case for special treatment for New Zea-

land's traditional exports should the United Kingdom enter the EEC. During his recent visit to the United Kingdom, Prime Minister Holyoake said that New Zealand's economy would crumble in disaster without the British market.

However, New Zealand hopes to develop new markets for its products to offset any drop in sales to the United Kingdom. During stops in Germany, France, and India, Holyoake called for increased trade with those countries.

As part of the Government's aim to expand New Zealand's sales overseas, the export drive will be pushed even harder in 1969, with trade missions being sent to the Philippines, Taiwan, South Korea, Indonesia, and to South and East African countries. At the same time, improved packaging of meats and dairy products is being introduced. Planned expansion of milk powder production is aimed at increasing export sales in South and Southeast Asia.

The Government is also understandably concerned by quotas, or by threats of quotas, on New Zealand meat and dairy products, which it contends with reason are produced at very competitive prices and on a non-subsidized basis.

Although New Zealand's pastoral products are demonstrating their economic strength, the Government will continue to press for increased diversification of the economy. Manufacture of new competitive products with an export potential, as well as further processing of traditional exports, will be encouraged.

The Comalco aluminum smelter now under construction is a good example of desirable new projects. It should enable New Zealand manufacturers to reduce the price of their aluminum products by 50%.

Exploration for oil is also continuing. Although Esso's first well at New Plymouth was not a producer, the company will drill a second well for Shell-BP and Todd Services 33 miles off the coast, west-southwest of Opunake, near New Plymouth. Another American company will start seismic exploration in a 15,000 square mile area off the south and southeast coasts of the South Island. Prospectors now hold licenses for almost the entire New Zealand coast. If oil is discovered, New Zealand's economic development would receive a tremendous boost.

Wool sales have improved during the auction season which began in August. Prices averaged almost 34 cents a pound during the first half of the season, compared to just under 26 cents last year. Over 700,000 bales have been sold so far this season; last year only 550,000 bales were sold during the same period.

Mixed export showings

Wool export receipts increased from $143.9 million to $203.8 million for the first 11 months of 1967 and 1968. On the other hand, butter and cheese export receipts showed a drop. Dairy industry officials are predicting a 3% drop in butterfat processed in the 1968/69 season from the 565 million pounds produced in 1967/68.

For the year ending March 1968, New Zealand's real GNP remained almost static, or actually dropped slightly. Observers estimate that for the year ending March 1969, real GNP will increase by about 2% to $4,738 million, and in 1969/70 to $5,018 million. The Institute of Economic Research says that this rate can be sustained without overheating the economy.

This year's budget provides for a 5.8% increase in Government expenditures to about $1,525.4 million.

The rapidly improving trade balance has enabled New Zealand to repay some of its short-term debts ahead of schedule. However, substantial loans are still outstanding with the International Monetary Fund, the World Bank, the Export-Import Bank, and the London, New York, and Eurobond money markets. Overseas loans now outstanding total over $672 million, about one-half of which is repayable within the next five years. New Zealand will continue to borrow around $55 to $70 million a year to implement its economic development plans.

To most observers' welcome surprise the cost of living increase has been relatively slight, in spite of the 19.45% devaluation and the gradual heating up of manufacturing activity, together with increased consumer demand. A 4-5% increase occurred during 1968.

The consumers' price index for the fourth quarter of 1968 increased by only 1.5%. Retail trade is very good, with sales running at $1,289 million for the first nine months of 1968 compared to $1,258 million for the same period of 1967. Trade in the last quarter was reported to have been substantially higher than in the fourth quarter of 1967.

The share market is buoyant, with all leading stocks showing gains. The London Economist termed the New Zealand stock market "the dark horse of 1968, with its growth rate of 40% putting it at the top of the league." Part of the sharp rise in share prices was indirectly due to devaluation, hence the growth rate is expected to be considerably more modest in 1969.

Building activity is picking up steadily. Permits were running at a monthly rate of $34.3 million in November, compared to $30.6 million in November 1967.

Reflecting the improved economic picture, the number of unemployed has dropped markedly. The number of persons looking for jobs in mid-January was 34% less than a year ago; down to 5,160 from 7,892.

SALES RECEIPTS FOR EXPORTS of New Zealand's forest products jumped 80% in the first eleven months of 1968. Here, a truck hauls timber from the Kaingaroa area of North Island.

Relaxation called for

Committees established under New Zealand's National Development Conference last year are to submit their recommendations at a final four-day plenary session in May. Recommendations are expected to call for more relaxation, or complete elimination, of import licensing, a more liberal attitude toward foreign investment, and increased research in all fields. Development goals in every sector of the economy will also be recommended. Diversification of the pastoral economy into a more balanced economy, with the more rapid development in manufacturing competitive industrial goods will also undoubtedly be recommended.

Business conditions favorable in Ecuador, but foreign exchange reserves declined during 1968

Agricultural diversification needed to improve exports; investment opportunities for foreign capital plentiful

The Ecuadoran economy is experiencing a period of respectable growth, favorable business conditions, continued expansion in money and credit, growing private savings, and comparative price and exchange rate stability.

During 1968, however, it became apparent that two major problems may arrest this growth and threaten economic stability in the future unless corrective action is taken, according to the annual Economic Trends Report from the U.S. Embassy in Quito.

Sharply rising imports and slower growth in exports caused a sizable loss in foreign exchange reserves during 1968. A continuation of this trend could bring international reserves to a dangerously low level. Also, persistent budget deficits have caused a sizable reduction in public investment expenditures. Both foreign and domestic private investment are rising but they have not compensated for the shortfall.

A combination of increased export promotion and agricultural diversification will be necessary to improve exports, which are still dependent on world demand for bananas, coffee, and cacao. The rise in imports, spurred by increased domestic liquidity, may have to be contained, by either selective or general restrictions.

Implications for U.S.

General implications for the United States of current economic trends in Ecuador are:

► Investment opportunities for foreign capital will continue to be plentiful, given the need for agricultural diversification and development of new exports.

► In order to maintain the U.S. share of the market in Ecuadoran imports, increased sales efforts will be needed.

While trade and investment opportunities for the United States in Ecuador are still generally good, the outlook is less promising than it was a year ago. Foreign investment has been attacked by some Government officials and industrial leaders who claim that outside companies are repatriating capital at an excessive rate, leaving no benefits for Ecuador. Unfounded charges of tax evasion have been leveled at foreign enterprises by the Government and the press.

The Government's insistence that Texaco and Gulf's oil concession contract be revised and its concession acreage be reduced by two thirds has encouraged the other oil concessionaires to postpone their larger investments. Also, the Government's program of participating in the profits of large exporters may cause some potential foreign as well as domestic investors to postpone their plans.

Credit continues to be available for new industries from banks and private and semi-autonomous government credit agencies. Stock exchanges are expected to begin operations in Quito and Guayaquil this year, raising the possibility of increased domestic capital mobilization. Investment opportunities are most promising in food processing and agro-industry. Lumbering, frozen fish exports, beef and dairy cattle raising, and specialty foods continue to have good potential for expansion.

Little progress has been made toward formation of an Andean Subregional Group largely because of private sector fears that competition from the other partners will be too strong. Ecuador is eager to go ahead with multi-national industries proposed in the integration plan but is quite reluctant to agree to any form of automatic tariff reductions. If Ecuador decides to participate in the Andean Group, investment opportunities should increase greatly.

U.S. exports to Ecuador during January–September 1968 increased by 2.6% over the same period a year ago. In the same period Ecuador's total imports increased by 17%. Europe and Japan improved their share of the market by large percentages in 1968.

Increasing competition

If the Government implements its policy of reducing imports from those countries with which it maintains persistent negative balances, U.S. suppliers, as well as those from Western Europe and Japan, may face stiff competition from Eastern Europe. The Eastern European countries have active commercial representatives in Ecuador and they are beginning to penetrate the market, especially in agricultural equipment. Eastern Europe is also offering irrigation equipment, electrical generating plants, cement, chemicals, tools, fishing boats, cars and trucks at low prices and on relatively liberal credit terms.

The following trends may tend to reduce the U.S. share of market: failure of the United States to match East European barter proposals may result in some losses in the fields of heavy machinery and public works construction; requests for increased protection by local import substitution industries (for example, fertilizer) could cause a reduction in imports of these materials.

Prospects uncertain

Ecuador continues to enjoy a period of comparative growth and price stability. Business conditions are favorable and production and domestic investment are rising.

Ecuador's trade balance is worsening, however, because of declining agricultural exports and because of a rather sharp rise in imports. The Central Government is also facing serious fiscal difficulties which have been brought on by a series of budget deficits.

Future prospects are uncertain. The Government is seeking ways to shore up sagging exports, especially of bananas. A series of barter arrangements proposed by several Eastern European countries may provide some relief. General import restrictions probably will not be imposed at this time, but Ecuador may begin to curtail imports from those countries with which it has had persistent trade imbalances.

Preference for U.S. goods

Considerable additional sales effort will probably be necessary to maintain the U.S. share of the Ecuadoran import market.

There is still a strong preference in Ecuador for U.S. goods, but considerations of price, terms, and the willingness of prospective sellers to purchase Ecuadoran agricultural products will undoubtedly play a more important role in the future.

The key to solving the fiscal problem appears to lie in improving tax collections. Without a sizable rise in budget revenues this year, the Government will find it increasingly difficult to provide adequate support for important development projects.

If balance of payments and budget difficulties can be resolved satisfactorily, Ecuador will undoubtedly continue its yearly economic growth at close to or better than the Alliance for Progress goal of 2.5% per capita. If these problems are not solved and become more serious, those areas in which Ecuador has enjoyed stability, especially in prices and the exchange rate, will be threatened.

In the past year the Ecuadoran economy made good progress in several fields. Per capita GNP is growing at a slightly accelerated rate over the pre-1967 period. Wholesale and retail prices continue to rise at the normal historical rate (1.5% and 4.5%). Authorities continue to closely monitor prices and the exchange rate but there has been no need to intervene in either area in the past year. After a somewhat nervous period before the September change of Government, the sucre has stabilized and rumors of devaluation have disappeared.

International reserves, while down $12.5 million over a year ago (to 41.4 million or 2½ months imports), are above the danger level. At present 78.5% of Ecuador's net international reserves are in gold. This is the result of a purchase of $20 million in gold in 1968. Convertible currencies constitute only 5% of reserves.

Boomlet treated with caution

Ecuador's major urban areas continue to experience favorable business conditions. Bank credit, private savings, and retail sales show no sign of losing the momentum they have gained in the last two years. Central Bank officials, however, are treating this economic boomlet with caution. The money supply has been rising rather sharply and there is concern that much of the increase will either be channeled into import purchases or create domestic inflationary pressures. The Government does not consider the present credit expansion serious enough to justify reinstating the drastic restrictive measures (such as a 30% legal reserve ratio) necessary in 1966.

In spite of uncertainty over policies of the new government, local industry continues to make gains in production and investment in plant and equipment. Production of major industrial products including cement, automobile tires, beer, and cigarettes, is in most cases increasing. Urban consruction, particularly of apartment houses and private residences, continues very active. In the public sector, considerable progress has been recorded in road construction, but other development projects, including electrification and communications, are moving slowly.

The Government continues to face serious budgetary problems. Disappointing tax collections and bond sales forced the Finance Ministry to reduce sharply development expenditures and to use 1969 taxes to meet 1968 current account budget expenditures. An austerity program will be necessary again this year if an unmanageable deficit is to be avoided. The Government debt to the Central Bank is close to the legal ceiling, and, short of a dramatic and wholly unexpected improvement in tax collections, the treasury can count on virtually no new resources to finance this year's expected deficit.

Production of Ecuador's three major agricultural crops, bananas, cacao, and coffee—which comprised 82% of exports in 1968—is expected to rise in 1969 despite increasingly gloomy export prospects. The Government is encouraging diversification, especially out of coffee, bananas, and sugar, into potentially more lucrative products, including rice, cotton, oil palm, and cattle. Little progress seems to have been made, however, and the composition of Ecuador's exports is unlikely to change significantly in the next year.

Petroleum production from the coastal oilfields is dwindling rapidly. Enough new reserves have been proven in Ecuador's eastern jungles to replace the coastal production and even make Ecuador a net exporter of oil. Ecuador will not be able to tap this new production until an expensive pipeline can be built across the Andes connecting the jungle oilfields with a Pacific port.

The rate of increase in exports has failed to meet government expectations. Exports rose 6% in 1968 compared with a hoped for 10% and an actual 1967 figure of 13%.

Until only recently, economic planners were led by the statistics to believe that Ecuador's major export crops were not facing any major problems. In the case of bananas, for example, January–August exports were 4.6% better than in 1967. From September to December on, however, sales dropped dramatically (13% below the same period in 1967).

The slump is attributed primarily to the decline in popularity of the Gros Michel variety of bananas grown in central Ecuador which historically has comprised almost 90% of banana exports. Nonetheless, exports of the Cavendish variety also

OUTPUT OF MANY INDUSTRIAL ITEMS, including automobile tires, is rising in Ecuador, despite uncertainties over the new Government's policies. Below, a worker at General Tire's factory in Cuenca.

A KALEIDOSCOPE OF U.S. PRODUCTS appears in the storewindow reflection at a Quito company which serves as agent for several U.S. firms. Government moves may cut U.S. import market share.

are reported to be slumping, due to growing pressure from Central American Cavendish growers, who are closer to the major markets of the United States and Western Europe than are the Ecuadoran producers. The GOE has begun to encourage diversification in the realization that the Gros Michel will probably never be able to compete with Central American varieties. The latter will be grown in southern Ecuador where the climate is more favorable.

To halt the decline in exports and avoid a considerable foreign exchange loss during conversion of the central region to other crops, the Government is seeking to open markets in Eastern Europe for the Gros Michel variety. Several Eastern European countries have agreed to take additional quantities in 1969 on a barter basis. The Eastern European countries are offering agricultural machinery, complete industrial plants, and electric generating equipment. Credit facilities of up to ten years, extensive warranties, spare parts, and technical advisory service are being offered.

The Government is becoming increasingly interested in this type of barter proposal as a means of financing large public projects. The private sector also seems to be overcoming its reluctance to desert traditional suppliers and may purchase increasing amounts of equipment from Eastern Europe. Some Ecuadoran producers have inquired whether U.S. firms might be interested in making similar proposals.

The outlook for exports of Ecuador's two other major crops, cacao and coffee, is uncertain. Cacao enjoyed a good year in 1968 due entirely to sizable unexpected purchases by the Soviet Union. Coffee exports met increasing competition in sales to non-members of the International Coffee Agreement. Cacao sales of the size concluded with the USSR will probably not be repeated in 1969. World stocks, however, are reported to be low, and the market has been strong. Coffee exports are not expected to rise and may even decline.

In the short term, there are no new exports which could fill the expected gap created by a decline in exports of the three major exports, especially bananas. The prospect of Ecuador's becoming an important oil exporter in the 1970's is good if the Government provides the necessary climate so that concession holders will be encouraged to move as fast as possible into exploitation. At present, the Texaco and Gulf consortium, which has struck oil in 11 out of 12 wells drilled in eastern Ecuador, is operating at a reduced level until certain differences with the Government can be resolved.

Imports rising

During 1968 imports were 18% higher than in the previous year and the trend, which many experts had characterized as a temporary election year phenomenon, has not diminished. Machinery, raw materials, and other capital goods constitute the majority of Ecuador's imports. These goods also account for almost all of the recent increase in imports. Imports of luxury items rose only slightly and it is becoming apparent that any general import control measures would have to aim mainly at essential imports.

In its foreign trade Ecuador continues to run a large surplus with Eastern Europe and sizable deficits with Japan, the United Kingdom, the European Common Market and Venezuela. In an attempt to improve the trade balance, the present administration has announced that its policy in the future will be to "buy only from those who buy from us and in the quantity they buy from us".

Machinery already exists to deny or limit importation of certain articles in cases of countries which have restrictive trade measures or with which Ecuador has a persistent trade imbalance. The Government may also begin to take advantage of a recent decree waiving public bids for purchases from countries with which Ecuador has favorable trade balances.

Some Government agencies have recommended discouraging further imports by increasing surcharges or reducing exemptions to business under the Industrial Development Law. Such measures have not been enacted because Ecuador's overall balance of payments has continued to be favorable.

A steady increase in private investment and private loans has tended to offset the worsening trade balance. Private foreign investment in 1968 totaled $20 million and short-term capital outflows were considerably less than expected. Central Bank officials are less sanguine about the 1969 balance of payments.

Series of setbacks

A series of adverse developments in the capital account, including a slow down in foreign investment are considered possible if the Government and the oil companies do not resolve their differences. A decrease in foreign private investment combined with a continuation of the 1968 trade trend could bring reserves to a dangerously low level in a fairly short time.

The attitude of domestic as well as foreign investors continues to be cautious. In addition to strikes and land invasions, larger businessmen are concerned over recent attempts of the Government to break up the large coastal export monopolies. The Government recently imposed a levy on exports of sugar to the United States and on coffee exports made under the International Coffee Agreement. The Government is concerned over the large profits made by some exporters who allegedly fail to declare the full value of their earnings to the Central Bank. The Government's declared intention to review benefits granted to industry under the industrial development law also has contributed to business concern.

Chad's strong agricultural showing helps offset impact of economic slowdown; U.S. can gain ground

Difficulties with Central African Republic complicate foreign trade shipments; France remains dominant commercial influence

Economic activity in Chad has slowed recently: commercial activity is down and the government is faced with an austerity budget in 1969 due to falling tax receipts.

The annual Economic Trends Report from the U.S. Embassy in Fort Lamy says that the bright side in Chad's outlook is agricultural production which, with livestock, is the mainstay of the economy. The 1968-69 season is expected to yield a record cotton crop of about 130,000 metric tons of seed cotton. Prices, wages, and monetary activity have remained stable at last year's levels.

A determined, aggressive effort can succeed in increasing the American share of Chad's market, especially for those products in which U.S. firms already have a good world-wide competitive position. Transportation costs and the limited size of Chad's market are barriers to all imports.

The specific disadvantages for U.S. imports include preferential tariffs for Common Market exporters under the Yaounde Convention and traditional ties with France. These traditional ties, the fact that most of the some 5,000 non-Africans in Chad are French, and the near-monopoly of the French in business result in a largely French-oriented market for consumer durables and other products.

Several solutions

There are several ways of dealing with this situation: direct sales of strong American products based on visits to Chad, through manufacturing subsidiaries in Europe to get around the tariff barrier, and possible assembly or production plants in the regional groups (UEAC & UDEAC) where the market justifies, again to circumvent the tariff barrier. In all promotional efforts, American firms should be prepared to use the French language.

Up to now, commercial U.S. exports have been limited mainly to petroleum products, used clothing, and machinery. It is also possible that Chad's membership in UEAC Congo/Kinshasa will result in lessening customs preference for EEC goods.

Chad and the Central African Republic announced their intention to withdraw from UDEAC in April 1968. This action followed disagreements with their partners, mainly over coordination of industrial development projects and mechanics of payment to Chad of customs duties collected by other members of the union for her account, and of the operation of the UDEAC Stabilization Fund which was designed to compensate interior countries for the benefits to the economies of the countries through which its imports and exports transited. The withdrawal took effect Jan. 1 for Chad.

Also during last April, a new regional group (including a customs union) was formed by Chad, the Central African Republic and Congo/Kinshasa. It is called the Union of Central African States (UEAC). The Central African Republic withdrew from UEAC as a result of political differences and rejoined UDEAC at the Brazzaville Heads of States meeting in December. This left Chad and Congo/Kinshasa in UEAC, and the Central African Republic, Congo/Brazzaville, Gabon, and Cameroon, in UDEAC.

A further complication arose late in December, when the Central African Republic imposed an embargo on goods to and from Chad, thus cutting Chad off from its traditional import/export route of Pointe Noire-Bangui-Fort Lamy. This embargo was lifted early in February.

In the absence of any move toward an association of UEAC and UDEAC, Chad has dropped duty-free entry for her ex-partners' goods. They now pay the preferential Common Market/OCAM tariff rate.

As far as goods imported from outside Africa, most will continue to come in through the Cameroonian and Nigerian routes—in spite of the Nigerian conflict. There is very little commerce between Chad and its other bordering countries, Libya, Sudan, or Niger.

Imports hold steady

Non-UDEAC import figures for the first six months of 1968 are at about the same level as 1967's first semester figures ($19.3 million 1967 vs. $20.2 million 1968). There are several interesting changes within the comparable figures. Nigeria's exports to Chad more than doubled, despite the war, mainly on the strength of petroleum products of Nigerian origin, at the expense of similar products previously of U.S. and Netherland's Antilles origin. Road traffic between Chad and Nigeria is back up to par after having fallen during 1967.

Continuing to take a major share of the Chadian market, the Common Market countries furnished 62% of Chad's non-UDEAC imports. France is still Chad's largest single trading partner, selling Chad $8.9 million worth of goods (47.5% of the total). Italy more than doubled its exports for the period, based on an increased share of Chad's petroleum market.

Imports by category showed generally lower figures, with two exceptions: mineral products which registered a large surge from $3.2 million to $5.1 million for the first half of 1968 (petroleum products increased across-the-board and $812,000 worth of hydraulic cement was imported from Germany); metal construction pieces (iron, steel, roofing) also enjoyed a healthy upswing.

The trend of import substitution for textiles, started with the inauguration of Chad's textile mill in March 1967, continues: textile imports for the first half of

Investment favored

The stable and friendly Chadian Government keeps a close watch on prices and wages, which have changed little recently, and regards foreign private investment in Chad very favorably. There is little U.S. direct or indirect investment in Chad, but there is a bilateral Investment Guaranty Agreement and the Chadian Government is prepared to negotiate advantageous tax and customs arrangements for American investors. These have proved to be generous for other nationalities in the past.

There are several interesting possibilities: meat and fish processing, agricultural products processing, (vegetable and fruit canning and gum arabic, for example), and certain mineral possibilities. The work of the Petroleum Exploration Society of Libya deserves to be cited for making available, in English, a couple of surveys of the geology of part of northern Chad.

Africa prospects: 'best ever'

"Opportunities for American exporters to break into or expand their share of the growing African market have never been better," reported Commerce Dept. specialist George Dolgin in his evaluation of U.S. business prospects in Africa for the *New York Times* annual survey of Africa's economy.

Dolgin, who heads the Bureau of International Commerce's Africa Division, continued: "Whether this business will go to U.S. businessmen, however, may depend on their attitude toward this particular market.

"United States business interests in Africa have expanded rapidly in recent years, culminating in record trade and investment levels in the year just ended. Two-way trade between the United States and the African continent passed the $2.3-billion mark.

"The current expansion of our business involvement with Africa indicates that more and more Americans are indeed becoming aware of the keen demand that exists there for goods and services of all kinds—needs that are not being overlooked by businessmen from all corners of the globe," Dolgin said.

"Africa has traditionally been a relatively minor U.S. market, accounting for about 3.5% of our exports. It was not until 1965 that American exports to Africa crossed the $1-billion mark. With the exception of a slight fall-off in 1967, U.S. exports have continued to grow steadily.

"In an effort to help exporters pinpoint the most promising sales opportunities in selected countries overseas, the Bureau of International Commerce has inaugurated a series of reports listing the best prospects in each country. The pilot title covers Ivory Coast.

"A factor of considerable importance in the development of U.S. markets in Africa has been the growth of the American investment presence," the BIC official said.

While extractive industries have traditionally received the bulk of U.S. investment, diversification into new areas is evident. Manufacturing's share increased from 11.5% in 1961 to 16.2% in 1967.

Mr. Dolgin concluded his broad brush look at the past year by observing that "the outlook for 1969 leads to the inescapable conclusion that an increasing tempo of economic activity characterizes this overseas frontier for U.S. businessmen. Those who ignore the drumbeat of Africa's vast marketplace will be missing out on exciting trade and investment opportunities."

1968 were off $369,000 compared with the same period in 1967.

Non-UDEAC exports for the first nine months of 1968 were up $3.4 million from the comparable 1967 figure of $20.1 million to $23.5 million. France continues to be Chad's best customer, taking $16 million, or 68%, of Chad's non-UDEAC exports for the period (mainly cotton). The Common Market as a whole took 79% vs. 71% in (full year) 1967. Britain bought $1 million worth of cotton and gum arabic and Japan took $1.4 million worth of cotton to round out the list of major customers. Chad's exports to the United States continue to be nil.

Industrial and commercial activity have slowed since the opening of Chad's textile mill in 1967. The Fort Archambault meat processing complex, plagued by organizational and administrative delays, has yet to sell its first can of meat and its processed meat has been barred from the Central African Republic, the intended major market. A diamond cutting plant is under construction in Fort Lamy.

The processing industry, allied to Chad's main resources in agriculture and livestock continues to be pushed. A cigarette factory will soon be under construction in Moundou; at first it will use imported tobacco, like the sugar refinery in Fort Lamy uses sugar imported from Congo/Brazzaville, but both plan to switch to Chadian produce as it is developed. Another sugar refinery is planned.

The Nationalist Chinese are financing a peanut oil mill in Abeche which should be in operation by September. Still in the planning stage are a gum arabic treatment plant in Abeche and a fish processing installation.

Natron salt production is steady but continues to be almost the exclusive preserve of the traditional commercialization process: controlled exports to Nigeria, Chad's largest customer for natron, fell from 3,486 metric tons for the first nine months of 1967 to 470 metric tons for the same period in 1968. Chad's other mineral resources remain largely unknown.

A Frenchman, Louis Royer, took the Erdis petroleum concession in northeastern Chad last June, the first development in this field since PETROPAR's concession was terminated in 1965. An important reserve of kaolin was recently discovered.

The government is actively interested in foreign private investment to evaluate the Chadian subsoil.

A measure of the importance of cotton to Chad's economy may be seen in the fact that cotton has for the past several years furnished 70-80% of export revenues (82.9% and $22.5 million in 1967).

Industrial crops

Among other industrial crops, gum arabic production more than doubled in 1968, with 1,345 metric tons sold. The European Development Fund (FED) has granted money for developing this important agricultural product. Sugar cane production is still in the preliminary stages and tobacco experiments are continuing.

It should be kept in mind that the extent of the modern, monetized economy in Chad is slight, extending only to government and business procurement, the approximately 5,000 foreigners in Chad, some 11,000 government employees, the non-Chadian African small traders, and, to a limited degree, to the cash crop farmers. In the last case, not many earn more than enough to pay their head and animal taxes. Of course, the extended family system insures that this income is distributed as far as possible, but the fact remains that most of Chad's estimated three and a half million people remain tied to subsistence farming or livestock raising.

On the official side the 1966-70 development plan will reach only 50-60% of its goals if the past two years' experience is any indication. The Minister of plan attributes this to Chad's unfulfilled expectations of increased foreign aid and the large part of the government's budget taken by salaries: some 60%.

The 1969 budget just voted is another austerity budget. Customs receipts, which have provided 50-60% of the total budget, are not increasing as fast as planned.

New Eximbank discount rates

Effective Feb. 7, the Export-Import Bank of the United States has set the following annual discount rates for sales of its short term discount promissory notes: 30-59 days, 6.05%; 60-89 days, 6.10%; and 90-360 days, 6.45%.

New Philippine law allows President to set import quotas

Tariff Commission investigation will assess extent of damage

Under a recently enacted Philippine law, Republic Act 5452 (Import Quota Act), the President of the Philippines has been given the authority to establish import quotas to protect domestic industries.

In utilizing this new authority, the President will rely in the Philippine Tariff Commission to undertake investigations—at his request or on the request of Congress, the Commission itself, or other interested parties—to determine whether any product is being imported in quantities or under conditions which cause or threaten serious injury to domestic industry. Public notice of investigations will be given, and interested parties will have the opportunity to be heard. In determining whether a domestic industry should be protected, the Philippine Tariff Commission will consider the reasonableness of domestic wholesale prices, based on the cost of raw materials, labor, overhead, and a fair return on investment.

Within three months from the date of the request for investigation, the Commission must report its findings to the President. If it finds that injury or the threat of serious injury exists, it will recommend that the President withdraw concessions under existing trade agreements, establish import quotas, or impose other import restrictions to the extent necessary to prevent or remedy the injury.

Council will evaluate

The National Economic Council will evaluate the Commission's report and forward it, along with its own recommendations, to the President. The President may then prescribe those recommended measures that he feels are necessary for the full protection of the domestic industry and Philippine consumers.

Any remedial action taken by the President is conditioned on the maintenance of a fair price level by domestic producers. Wholesale prices on protected domestic products must remain at the level recommended by the Tariff Commission unless an increase is authorized by the President. If domestic producers should increase prices without prior approval by the President, the importation of competing products may be allowed.

Congo now allows transfer of profits and expense funds

Action is further implementation of June 1967 monetary reform

The Democratic Republic of the Congo (Kinshasa) is permitting the transfer to foreign stockholders of their share of profits earned in 1968 by Congolese companies, and the transfer abroad of funds to cover certain foreign expenses. This is a further liberalization of foreign exchange transactions within the framework of the monetary and economic reform of June 1967.

The amount of profits allowed for transfer abroad is to be computed on net earnings after taxes as shown in the firm's profit and loss statement. Only profits stemming from normal activities will enter into the calculations. Earnings from unusual or exceptional situations are excluded. Profit transfers will be permitted in the same proportion to net normal earnings as the proportion of foreign ownership is to total ownership.

Specific authorization

Each transfer requires the specific authorization of the National Bank. Applications for transfer must include the firm's financial declaration as approved by the tax service and supporting documentation, proof of the extent of foreign ownership, and a statement from the tax service certifying that all taxes have been paid.

The procedure for authorizing the transfer abroad of foreign expenses is similar. These expenses, however, must have been represented as such in the tax-service-approved financial declaration relating to 1968 and must have been included in the firm's response to an earlier questionnaire from the National Bank and Ministry of the National Economy.

A copy of the National Bank regulations governing these transfers, in French, is available through the nearest Department of Commerce field office.

New center shows metal industries' impact on Singapore

Unit will serve existing firms, assist new-to-market companies

The continuing and growing importance of metalworking to Singapore is emphasized by the $3.3 million Metal Industries Development Center now being established there, according to the Singapore Investment Center in New York.

The new Center will employ 230 in a production plant and an office-laboratory building on a seven-acre site at Singapore's Jurong industrial complex.

In addition to providing production and technical assistance to existing companies, the new Metal Industries Development Center will serve as a consulting resource to new metals companies seeking to take part in Singapore's expanding industrial economy.

Scheduled to be in full operation by late 1969, the Center will include facilities for tool and die production, foundry operations, metrology, and metallurgical analysis. It will assist local companies in solving metallurgical problems, advise on the selection of production materials and techniques, train metal workers and tool and die craftsmen, design and produce molds and dies, provide toolmaking and tool design, and establish standards for measurement and quality control.

Singapore now has some 150 metalworking plants, ranging in size from steel mills, to foundries, to piecework shops. The top 32 metals-processing companies have more than $30 million invested in fixed assets and employ 4,500 people.

These companies build and repair ships; assemble automobiles; produce steel sheets, bars, and pipe; and manufacture doors, windows, household appliances, furniture, office and hospital equipment, lighting fixtures, and prefabricated buildings.

Spain to help exporters pay U.K. import deposit cost

In an effort to cushion the impact of the U.K.'s Import Deposit Plan (IDP) and maintain the thrust of its own export promotion program, the Spanish Foreign Ex-

change Institute (IEME) recently announced it will soon deposit about £600,000 in two private Spanish banks in London, for use in helping Spanish exporters finance IDP costs for British customers. The IEME will charge Spanish exporters using the facility 5% annually on funds actually loaned.

The measure will affect about $80 million in Spanish exports (about one-half of Spain's exports to the United Kingdom in 1968), and will enable Spanish exporters to make the 50% deposit on the value of their merchandise in the name of British clients.

The Spanish exporters must still either absorb or attempt to recover from their customers the 5% cost of the financing plus whatever commission the Spanish banks charge for providing their services. Nevertheless, this will still be substantially less than the 7% or more these Spanish firms would have to pay for private financing of the deposits.

IFC to aid Honduran forestry operation

The International Finance Corp. (IFC) of the World Bank has joined an international investment development group that is financing the initial stage of a projected pulp, paper and lumber operation in Honduras.

A new company, Compania Pino Celulosa de Centro America, S.A. (Copina) was set up at Tegucigalpa to carry out a project to give the Honduran economy, and Central America as a whole, an economic boost by industrial utilization of Honduras' richest known resource, its 3 million acre Olancho forest preserve.

IFC invested in Copina under a new policy of giving limited financial support and technical assistance to embryo organizations established to lay the groundwork for full-scale development investments, where it is felt that the completed project would be a sound private business enterprise suitable for IFC financing.

In its present stage, Copina has $500,000 equivalent capital, of which IFC is committing up to $50,000. The International Paper Co. is providing the major share of Copina's capital, and will assume managerial responsibility. The Honduran development bank, Banco Nacional de Fomento, is the second largest shareholder. ADELA Investment Co., Central American Bank for Economic Integration, IFC, Standard Fruit Co. and United Fruit Co. are supplying the balance in equal parts.

Border taxes' effects studied in OECD book

New report compares pertinent tax practices among members

How do consumption taxes compare in the major industrialized nations? Do present border tax adjustment practices have a distorting effect on the flow of trade between nations?

These are two prime questions currently occupying the attention of the principal trading nations that are handled in a recently published report of the Organization for Economic Cooperation and Development.

Following the reduction of tariffs through the Kennedy Round negotiations, attention has been increasingly focussed, both in national and international circles, on non-tariff barriers to trade, including border taxes.

It is argued by some that present border tax adjustment practices lead to distortions in international trade and give trade advantages to countries relying heavily on consumption taxes. Further, it is claimed that under the present rules governing border taxes countries may improve their trading position by changing from certain kinds of taxes which cannot be adjusted for at the border to those consumption taxes for which adjustment can be made.

Others contend that border tax adjustments give no balance of trade advantage to countries relying heavily on consumption taxes. They also maintain that existing border tax adjustment practices, whether or not entirely neutral in their effect on trade, are better than any other practices which could be devised.

Various taxes as % of country's total taxation

Country	All Consumption Taxes	Profits Taxes
Turkey	56.3	3.8
Ireland	49.8	9.3
Denmark	42.7	4.6
Norway	39.8	4.6
Austria	38.6	5.7
Belgium	36.9	6.5
U.K.	34.7	6.7
France	34.1	4.8
Switzerland	33.3	12.2
Canada	33.1	16.0
Italy	33.0	N.A.
Sweden	31.5	6.6
Portugal	29.2	20.2
Germany	28.8	11.2
Japan	27.9	23.2
Netherlands	24.8	N.A.
U.S.	19.6	16.0

Taxes as % of national GNP (Market Prices)

Country	All Consumption Taxes	Profits Taxes	All Taxes
Norway	13.8	1.6	34.6
France	12.8	1.8	37.6
Ireland	12.2	2.3	23.8
Sweden	11.9	2.5	37.1
Denmark	11.9	1.3	28.6
Austria	11.2	1.7	34.4
U.K.	10.3	2.0	28.8
Belgium	10.2	1.8	28.7
Italy	10.2	N.A.	29.7
Turkey	10.1	0.7	18.0
Germany	9.7	3.8	34.8
Canada	8.7	4.2	26.6
Netherlands	8.3	N.A.	32.8
Switzerland	6.3	2.3	21.0
Portugal	5.6	3.9	19.4
Japan	5.4	4.5	20.0
U.S.	4.8	3.9	24.5

Ireland, All Taxes: '63-'64 average

Full-scale study

The depth and scope of the OECD study itself (262 pages) gives some indication of the complexity of the border tax issue. Intricate fiscal practices and their varied economic effects are involved. It is apparent that it is not enough simply to compare the different rates of adjustment at national borders and reach any meaningful conclusions.

The report, titled "Border Tax Adjustments and Tax Structure in OECD Member Countries," begins with a general description and analysis of the various types of consumption taxes and of the corresponding tax adjustments applied to exports and imports in OECD member countries, as well as a review of the arguments which have been used to criticize or to defend these practices. A following section gives a description of consumption taxes

Tax receipts in United States

Millions of U.S. dollars (1965)

		% Total	% GNP
Consumption taxes	33,179	20.0	4.8
sales taxes and turnover taxes	7,981	4.8	1.2
net income of state monopoly	275	0.2	0.04
excise duties	23,481	14.1	3.4
cigarettes and tobacco	3,528	2.1	0.5
alcoholic drinks	4,616	2.8	0.7
hydrocarbon oils	7,123	4.3	1.0
others	8,214	5.0	1.2
customs duties	1,442	0.9	0.2
Income taxes	80,272	48.3	11.6
personal income	52,882	31.8	7.6
profits tax	27,390	16.5	4.0
Taxes on capital, on estates and inheritance, gifts taxes	3,447	2.1	0.5
Property taxes	22,918	13.8	3.3
Social Security charges	20,523	12.3	2.9
employers' contributions	11,834	7.1	1.7
employees' contributions	8,689	5.2	1.3
Others	5,744	3.4	0.8
Total	166,083		23.9

and border adjustment practices in each OECD member country.

Of particular interest, the chapters describing country practices reveal that the trading nations do not always apply the rules governing border taxes in a consistent manner, event when they maintain the same kind of internal tax system. Further, the diversity of border tax practices coupled with differences in internal tax systems results in differences in the consumption-tax burden on internationally traded goods.

The report contains, in addition, an analytical bibliography of 30 publications on the subject, the text of the relevant provisions of GATT, EEC and EFTA and over 60 statistical tables, on both a comparative and country-by-country basis, on tax structures, tax rates and tax burdens in OECD member nations. The tables that accompany this article are adapted from the tables in the report.

The report is available at $6 per copy from OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave, Wash. D.C. 20006. (NOTE: An article by Harold A. Bratt of Commerce Department's Office of Commercial and Financial Policy, describing border tax practices as they are followed in international trade and the underlying international rules, appeared in the Oct. 7, 1968, issue of INTERNATIONAL COMMERCE.)

Spain raises some steel quotas, scraps some duties

The Spanish Ministry of Commerce announced on Dec. 31 that the quota for steel products through June 30 has been increased to 965,000 metric tons, which may be imported free of duty or at reduced rates.

The following items may be imported duty-free: 65,000 tons of cast products, 190,000 tons of steel ingots, 100,000 tons of steel rods, 80,000 tons of slabs and 300,000 tons of blooms of more than one-half ton (all quantities in metric tons).

A 40,000-ton limit is set on other types of blooms and 60,000 tons of cold rolled sheet may be imported at 14% and 15% ad valorem.

The quota for coils and sheets has been increased from 100,000 to 130,000 tons.

Malagasy to develop its cattle industry with World Bank aid

Pilot project there could influence national future

The World Bank has extended a $2.8 million loan to the Malagasy Republic to assist the organized development of its most important resource—vast areas of native grassland and millions of head of beef cattle.

A pilot project to demonstrate the efficiency of modern techniques of commercial cattle production could strongly influence Madagascar's future economic and social development as similar cattle ranches are developed throughout the country.

The loan will be made to the Malagasy Republic for a term of 22 years, including nine years of grace, with interest at 6½%.

Although agriculture is the main economic activity on Madagascar, it is primarily subsistence, and livestock accounts for only 10% of total exports.

The development of a modern beef cattle industry is one of the most promising fields of economic endeavor. Madagascar's grasslands cover nearly two-thirds of the land area; it has a national herd of about 10 million head; the climate is relatively favorable; the water supply adequate; and it is free of major cattle diseases. Few cattle producers, however, are aware of the opportunities for commercial development and less than 2% of the herd are processed for market.

Trinidad raises duties on several food imports

Following her policy of promoting local production to substitute for imports and thus save U.S. dollar exchange, Trinidad recently raised import duties on a number of items to 25% ad valorem for British Commonwealth members and 35% for other nations, including the United States. Among the items are cooked meat, meat extracts, fish products, some bakery and dairy products, and frozen fruit and vegetables. A recently completed meat processing plant no doubt encouraged this move. Commonwealth suppliers are expected to suffer more than U.S. businessmen, who do not have a large share of the market for these particular commodities.

U.S.-Nordic trade shifted into deficit for first time in '68

Sweden was only nation which bought more than it sold to U.S.

For the first time in the postwar period, the United States in 1968 bought more from the five Nordic countries than it sold. U.S. imports from Denmark, Finland, Iceland, Norway and Sweden last year totaled $893 million (f.o.b.), a big increase of 18% over 1967. U.S. sales to the area totaled $850 million (f.o.b.), a rise of only 4%. The United States maintained a favorable balance of trade with only one of the five Nordic countries, Sweden.

Denmark: U.S. exports of $206 million were approximately the same as in 1967; U.S. imports of $220 million were up 20% from the previous year. U.S. demand rose strongly for Danish ham, basic chemicals, electrical machinery, furniture, and other items.

Finland: U.S. exports of $52 million were off 11% from 1967; U.S. imports of $103 million were up 10%. The continued decline in U.S. sales was due partly to the slowdown in Finnish economic activity and the consequent decline in capital outlays. An improvement is anticipated this year.

Iceland: U.S. exports of $13 million were well below the $24 million total in 1967. On the other hand, U.S. imports of $24 million were considerably higher than the $15 million the previous year. The drop in U.S. sales can be attributed partly to the current economic recession in Iceland.

Norway: U.S. exports of $140 million were approximately the same as in 1967; while U.S. imports of $156 million were up 16% from the previous year.

Sweden: U.S. exports valued at $439 million scored an increase of 12%. The rise is attributed chiefly to large purchases of U.S. commercial aircraft for use on the Scandinavian Airlines System (SAS). U.S. imports of $390 million from Sweden constituted a jump of 18% over 1967. It should be noted that while U.S. commercial aircraft sales to SAS are attributed to Sweden in U.S. trade statistics, they are in fact purchased jointly by the three co-owners of the airline: Denmark, Norway, and Sweden.

The above data are based on U.S. trade statistics. Both exports and imports are shown on an f.o.b. basis (not including costs of transportation and insurance). They therefore differ somewhat from data published by the Nordic countries, which show imports on a c.i.f. basis (which includes costs of transportation and insurance) and exports on an f.o.b. basis.

'Aid Colombia' group lauds nation's progress, sees need for continued help

The World Bank-sponsored Consultative group for Colombia met in Paris Jan. 30-31 and agreed that Colombia's recent economic performance and development prospects justified continued assistance from members of the group. The members recognized that the volume of project lending envisioned for 1969 was realizable and that there was a convincing case for continuing program loan assistance on a declining scale through 1973.

The group includes the governments of Belgium, Canada, Denmark, France, Germany, Italy, Japan, the Netherlands, Spain, Switzerland, the United Kingdom and the United States. Representatives of the Government of Colombia, the International Monetary Fund, the United Nations Development Program, the Inter-American Development Bank and the Inter-American Committee on the Alliance for Progress were also present.

Spanish utility gets Eximbank credit to buy U.S. generating equipment

The Export-Import Bank has authorized a $9 million credit in favor of Empresa Nacional de Electricidad, S.A. (Endesa), a Spanish public utility, to finance the purchase in the United States of a steam generator, auxiliary equipment, and supervisory services needed in the construction of a 330 megawatt coal-fired thermal power station. The total cost of the new unit, to be located near Ponferrada in northwest Spain, will be equivalent to $34 million, including over $23 million of local costs.

Endesa has already awarded a $6 million contract for the steam generator to Foster Wheeler Corp. of Livingston, N.J. A brushless exciter for the main turbine-generator set is to be supplied by Westinghouse Electric Corp. Other portions of this plant will be supplied by Foster Wheeler and Westinghouse licensees and affiliates abroad. Remaining U.S. suppliers have not been selected by the Spanish firm.

Purchases of American equipment and services for Endesa's two existing power stations at the Ponferrada site were financed by earlier Eximbank credits totaling $25 million. Since 1958 Eximbank has authorized $268 million of credit to finance U.S. exports of generating equipment and services to Spain. During the same period, Spanish power capacity has more than doubled.

The new Endesa credit is to be repaid in 18 semiannual installments beginning in 1972 when start-up of the new unit is scheduled.

IFC backs Iran's first hot-rolled steel strip plant

Bank of America, 5 European banks also aid private venture

With strong support from private investors in the United States and Europe, the International Finance Corp., a World Bank affiliate which invests in private enterprise in the developing countries to promote the overall growth of such business, is helping to finance Iran's first facility for making hot-rolled steel strip.

The new Iranian steel plant, Ahwaz Rolling and Pipe Mills Co., will be put up at a cost of $18 million—of which IFC is committing up to $3.9 million—near the town of Ahwaz in Southwestern Iran.

The Bank of America and five European institutions are participating in the IFC commitment to the project, taking up some $1.3 million.

Location of the plant near Ahwaz will further the Iranian Government's policy of encouraging the establishment of industrial centers away from the Tehran area. The plant site is adjacent to sources of power, fuel and water supplies. It will make jobs available for some 300 Iranians.

The plant will be able to produce 140,000 tons of steel strip and 40,000 tons of pipe a year, meeting most needs of Iran's construction and light metal manufacturing industries. The Ahwaz plant will include a rolling mill for the production of hot-rolled strip and a pipe mill which will make a part of the strip into black and galvanized pipe.

The shares of the new company will be listed by the sponsors on the Tehran exchange, giving Iranians an opportunity to invest in an Iranian industry.

Licenses offered by British, Danish, Dutch, Swiss firms for production in U.S.

Products are plastic fasteners, circuit breakers for automobiles, fairleads for ships, gas- and oil-fired burners, and mobile belt conveyors

Swiss, Danish, Dutch and British firms seek U.S. licensees to manufacture and distribute plastic snap fasteners, circuit breakers for automobiles, fairleads for ships, gas- and oil-fired burners, and mobile belt conveyors in the United States.

For additional information and the name and address of the firm **write** the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A Danish manufacturer of plastic items is interested in licensing its patented unique plastic snap fasteners in the U.S. The fasteners are used for securing tarpaulins and hoods or tops to boats and cars, for raincapes, raincoats and other garments, and for closing tents.

The object of the invention is to provide a fastening item which may be quickly and easily mounted in such a way that there is no danger of the fastening member being torn off, or that the fabric or plate material on which said fastening member is mounted being damaged. **File 1712.**

• A Swiss inventor is seeking a U.S. licensee to produce a circuit breaker device for use in automobiles.

The circuit breaker, which is designed to help prevent fire following collision, consists of a ball, a plunger that holds the ball in place, and a simple re-setting mechanism. These elements are mounted between the ignition key and the ignition, the ball serving to connect the circuitry. Upon impact, the plunger is affected, the ball is dislodged, and the circuit is broken.

The ball and plunger can be reset by a simple mechanism, which can also be used to dislodge the ball for purposes of preventing the car from being stolen while parked.

Patent protection has been obtained in several countries, including the U.S. on this device, which was awarded a gold medal at the 1967 Brussels Inventors Fair. **File 1713.**

• A Dutch firm is seeking a U.S. licensee to produce its fairleads used on ships.

The components of the fairlead—the frame, rollers and shafts—are made of steel throughout, and the rollers are provided with self-lubricating bearings. The fairlead can be supplied as "single-wire" type with four rollers, and as "two-wire" type with five rollers. The vertical rollers of the "two-wire" fairlead are split to insure that the lines are guided independently, and both the single- and two-wire type are available in seven sizes.

The fairleads are especially suitable for ships passing through deep locks, for large tankers and bulkcarriers, for use in conjunction with self-tensioning winches, and for vessels using ports with extensive tide fluctuations. **File 1714.**

• A Dutch manufacturer is seeking a U.S. licensee to produce its line of gas- and oil-fired burners. The burners are of several types and sizes. Some elements are covered by patents.

The Dutch firm is interested in a cross-licensing arrangement. **File 1715.**

• A British manufacturer of materials handling equipment is offering to a U.S. licensee its mobile belt conveyors.

The conveyors are produced in many sizes and styles to a length of 100 feet. Some of the typical materials handled wet or dry are coal, sand, and gravel, grain, wet concrete, crushed ore, and powdery matter. **File 1716.**

Capital, knowhow wanted for motel-hotel project

A builder with over 30 years experience in building construction is seeking capital and knowhow for the development of 75 acres of sea-front property near Belize City.

A motel-hotel project with recreation and entertainment facilities is envisaged. Participation in a small downtown hotel now nearing completion is also possible.

Write: Mr. Giles Cargill, P.O. Box 172, Belize City, British Honduras.

New Zealand firm wants to expand product line

A New Zealand manufacturers' representative specializing in import, export and distribution of metalworking and industrial machinery seeks joint ventures, licenses or agency arrangements in the fields of welding apparatus, electronic controls, water valves and natural gas equipment.

The company currently distributes New Zealand manufactured products including welders, battery chargers, grinders, sheet-metal machinery, radial drills, bar and pipe benders, winches, hydraulic lifts, electric trucks, gravity conveyors, solenoid valves, vibrators, pipe frames and material handling equipment.

Write: Mr. N. Kuiper, Dir., Nethanz Company Ltd., 106 Tory St. (P.O. Box 3087), Wellington, New Zealand.★ WTD.

Italian machine tool firm seeks to expand production

A long established manufacturer of relieving lathes, internal grinders and universal drills seeks U.S. license to produce non-competitive highly-automated standard machine tools.

Its purpose in seeking licensing arrangements is to enable a shift of personnel from making special machine tools to a mass-production operation.

Write: U.S.A. (Utensileria Speciale ed Attrezzature) S.p.A., Via Sette Comuni 56, Turin, Italy.★ WTD.

Swiss chemical firm looks for U.S. license

A prominent and reputable Swiss manufacturer and distributor of feedstuffs, feed supplements, vitamins, raw cosmetics and pharmaceutical ingredients wishes to manufacture similar items under U.S. license.

The company is particularly interested in new raw materials for the cosmetic industry; new raw materials, semi-finished products and active substances for human and animal nutrition. While most of the firm's products are marketed in Switzerland, it exports iron vitamin concentrates to Europe and Asian countries.

Write: Mr. G. Keeler, Export Manager, Multiforsa S.A. P.O. Box, 6301 (Zug), 6312 Steinhausen, Switzerland. WTD.

U.S. ties sought by Australian firms

Two Australian firms seek arrangements with U.S. manufacturers—one to exploit the Pacific area market for forest products, the other in the printing and packaging field.

• A Western Australian firm with proposals for tree farming seeks U.S. participation in joint ventures to exploit the Pacific area market for forest products. Tree farming is a new industry in Australia.

Pointing out that Western Australia has one of the world's highest growth rates and reasonable land values, the Australian company reports the close proximity of freehold lands to sawmills, impregnation plants, plywood mills, chipboard and wood fiber mills, as well as a pulp mill soon to be established. Southeast Asia is reportedly importing softwood lumber from the area.

Write: Tree and Plantation Services Pty. Ltd., 1324 Hay Street, West Perth 6005, Western Australia. WTD.

• An old established Australian manufacturer and exporter of converted paper and paperboard products, including containers and boxes, seeks U.S. licenses to increase and diversify its present activities in the aforementioned fields as well as in printing.

It will seriously consider all U.S. proposals for agency representation, distribution rights and licensing arrangements.

The firm is particularly interested in new paper or board packaging methods, especially locking cartons, as well as in processes and techniques currently used in the American printing industry. It currently manufactures under U.S. license.

Write: P-69422, Office of International Investment (BIC-878), U.S. Department of Commerce, Washington, D.C. 20230. WTD.

New Zealand firm seeks cleaning equipment license

A license to manufacture beach cleaning equipment, the type towed behind a tractor, is sought by a New Zealand firm. Depending upon the landed cost of such items, the firm might be interested in importing the cleaners.

Firms interested in obtaining additional information should **write:** Mr. B. G. Kitching, P. and W. Henderson Ltd., Christchurch, New Zealand. WTD.

Tanzanian group seeks technical aid, licenses

A large Tanzanian group of private companies is looking for U.S. technical collaboration and licenses for the use of popular brand names in the toiletry, glass bottling, printing ink and carbon paper industries. The group wishes to purchase complete plants of U.S. origin. Feasibility studies have been made and will be available to interested U.S. companies.

A WTD on K. J. Motors, P.O. Box 20304, Dar es Salaam, wholly owned subsidiary of the group, is available.

Write: Industrial Management Services Ltd., P.O. Box 21011, Dar es Salaam, Tanzania.

Licensing arrangement sought by Canadian firm

Licenses to manufacture and distribute heating, ventilating, refrigeration, combustion, air handling, air conditioning and exhaust systems are sought by a Canadian producer.

Write: Mr. R. P. MacKinnon, MacKinnon, Mitchell & Associates Ltd., 1327 Martin Grove Road, Rexdale, Ontario, Canada.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

Three British firms look for Agreements

Three British manufacturing firms seek licenses to produce U.S. equipment.

• Licenses for the manufacture of vegetable and fruit grading and handling equipment as well as quick chilling equipment for the frozen food industry are sought by a medium sized British engineering and manufacturing firm.

Write: Mr. F. Hird, Director, Oxenhope Engineering Co. Ltd., Oxenhope, Keighley, Yorkshire, England. WTD.

• A British manufacturer of jigs and fixtures; components and fabrications; pneumatic jacks; electrical and electronic assemblies seeks licensing and participation arrangements with U.S. firms which can assist it in the production of complementary items, particularly in the mechanical or electronic components and assemblies field.

The British firm was established in 1963 and employs 16.

Write: Complete Supply (Engineering) Ltd., East Road, Oundle, Peterborough, Northamptonshire, England. WTD.

• Licenses for the manufacture of refrigeration and condenser heat transfer equipment are sought by a British manufacturer.

The firm is a wholly-owned subsidiary of Hall-Thermotank Ltd. and is currently producing commercial and industrial refrigeration evaporators and condensers; air handling units and finned coils.

Write: Searle Manufacturing Co. Ltd., Newgate Lane, Fareham, Hampshire, England. WTD.

Israeli firm seeks license to make automobile horns

An Israeli manufacturer of automation ignition coils and indicator systems seeks U.S. knowhow for the manufacture of motor vehicle horns.

Reported to be the sole manufacturer of such electrical equipment for internal combustion engines in Israel, the firm operates a competently managed plant and sells about half of its production to the Israeli Defense Ministry.

The company's managers are reported to be active, skilled in their line of business and of good business morality. The company's output is expanding and its trend appears favorable.

Write: Zimet Electric Products Ltd., 27 Habakuk St., Bnei-Braq, Israel. WTD.

World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

SWEDEN—Sweet almonds, shelled, blanched, sliced, stonecut, packed in cartons; bitter apricot kernels, packed in bags. Agency and direct purchase. Hallen & Rydberg AB (agent, importers), Burggrevegatan 23, S-411 03 Goteborg. WTD 1/69.

013 Livestock farms

SPAIN—Live poultry for reproduction. Lopez Membiela, S.L. (distributor), Pago Gomez 18, La Coruna. WTD 1/69.

203 Canning, preserving foods

SWEDEN—Quick frozen salmon, fresh and smoked. Agency and direct purchase. Hallen & Rydberg AB (agent, importer), Burggrevegatan 23, S-411 03 Goteborg. WTD 1/69.

204 Grain mill products

MALAWI—Wheatflour, rice. C.i.f. prices (Beira), in £ sterling requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

SWITZERLAND—All kinds of feed supplements, concentrates. Direct purchase and agency. Interchemie AG (agent), Albisriederstrasse 232, 8047 Zurich. WTD 12/68.

221 Broad woven fabric mills, cotton

MALAWI—Cotton bedspreads, napped, patterned and plain; cotton sail-cloth in patterns and plain for African clothing. Catalogs, patterns, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

SWEDEN—Terry woven cotton fabrics, plain, printed. Gut & Co. AB, H. (wholesaler, importer), Industrigatan 14-18, S-212 14 Malmo. WTD 1/69.

Cotton fabrics for women's blouses, dresses. Janstorps Konfektion, AB (manufacturer), Garvaregatan 2, S-510 70 Svenljunga. WTD 1/69.

Finished cotton fabrics for curtains, bedspreads. Textil AB Olle Winter (manufacturer, wholesaler, importer), Postbox 56, S-511 01 Kinna. WTD 1/69.

222 Broad woven fabric mills, manmade fiber, silk

MALAWI—Men's suitings, manmade fiber, 56″ and 58″ widths. Patterns, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

SWEDEN—Manmade fiber fabrics for women's apparel; laminated lame fabrics; laminated rayon crepe. Gut & Co. AB, H. (wholesaler, importer), Industrigatan 14-18, S-212 14 Malmo. WTD 1/69.

Manmade fiber fabrics for women's blouses, dresses. Janstorps Konfektion, AB (manufacturer), Garvaregatan 2, S-510 70 Svenljunga. WTD 1/69.

Finished manmade fiber fabrics, including glass, for curtains, bedspreads. Textil AB Olle Winter (manufacturer, wholesaler, importer), Postbox 56, S-511 01 Kinna. WTD 1/69.

224 Narrow fabrics, other smallwares mills

JAPAN—Braided elastic materials of rubber threads covered with fabric for making belts for wearing apparel. Fuso Trading Co., Ltd. (importer), Tsukisan Bldg., 7-1 Tsukiji 4-chome, Chuo-ku, Tokyo. Central P.O. Box 11, Tokyo. WTD 1/69.

225 Knitting mills, products

MALAWI—Mosquito netting, cotton or nylon, colored or white, in the reel. Samples, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

229 Textile goods

MALAWI—Fishing lines, netting twine for coarse lake fishing. Samples, catalogs, price lists requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

232 Men's, youths', boys' furnishings, work clothing

MALAWI—Dress, sports, work and casual shirts, plain, and striped; pants, slacks, jeans;

neckties. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

233 Women's, misses', juniors' outerwear

MALAWI—Dresses, blouses, slacks, cotton and high bulk, polyester, plain, colored. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

Headsquares, scarves for women; cotton, bright and plain colors and patterns, 27″ x 27″ up to 36″ x 36″; specially low-priced qualities. Samples, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

263 Paperboard mills, products

TAIWAN—Unglazed kraft paper for making corrugated carton. The Reliance Enterprise Ltd. (manufacturer), 2 Chong Sam Rd., Kaohsiung Export Processing Zone, Kaohsiung. WTD in preparation.

264 Converted paper, paperboard products

JAMAICA—Egg cartons, one doz. size, egg case filler flats, 2½ doz. size, between February and May 1969. Direct purchase and agency. Hand Arnold (Ja) Ltd. (manufacturers' representative), 154 Marcus Garvey Dr., Box 57, Kingston 11. Attn: Mr. Andrew Hanson. WTD 1/69.

281 Industrial chemicals

SWEDEN—Citric, tartaric acid in powder for food industry. Agency and direct purchase.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Hallen & Rydberg AB (agent, importer), Burggrevegatan 23, S-411 03 Goteborg. WTD 1/69.

282 Synthetic materials

TAIWAN—Polyvinyl resins for making PVC bags. The Reliance Enterprise Ltd. (manufacturer), 2 Chong Sam Rd., Kaohsiung Export Processing Zone, Kaohsiung. WTD in preparation.

283 Drugs

KOREA—Finished pharmaceutical preparations, pharmaceutical raw materials. Direct purchase and agency. K.B.S. Trading Co., Ltd. (importer, distributor), I.P.O. Box 1651, Seoul. WTD in preparation.

SWITZERLAND—All kinds of finished, unfinished pharmaceutical preparations. Direct purchase and agency. Interchemie AG (agent), Albisriederstrasse 232, 8047 Zurich. WTD 12/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWITZERLAND—All kinds of toilets, cleaning preparations. Direct purchase and agency. Interchemie AG (agent), Albisriederstrasse 232, 8047 Zurich. WTD 12/68.

THAILAND—Hair spray, cold wave solutions, shampoo, hair tonic, other hair preparations. Samples, catalogs, price lists requested. Grand-Do Cosmetics Co., Ltd. (importer, wholesaler, retailer), 1818 Ban Thad Thong Rd., Bangkok. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

MALAWI—Spray paints for automobiles, in gallon cans or larger. Catalogs, samples, prices requested. Gateway Distributors Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

289 Miscellaneous chemical products

FRANCE—Synthetic resin adhesives, cements for use by automobile, building industries. Direct purchase and agency. Promaco, S.A. (manufacturer, distributor), 200 Rue d'Illzach, 68 Mulhouse. WTD 4/68.

GERMANY—Insulation boards, preferably of inorganic materials, for buildings, ships, cold stores, piping systems. Direct purchase and agency. Industrie-Agentur Becker & Co. (importer, distributor, sales agent), 82 Schwachhauser Heerstrasse, 28 Bremen. WTD 11/67.

291 Petroleum refining

FINLAND—Paraffin wax for manufacture of candles, melting point 56-58 C., packed in bags or cases. Requests grades, terms, prices. Interested in shipments of 100 tons twice yearly. Larger shipments at a time also agreeable, if price is adjustable accordingly. Desico (manufacturer, exporter), Pietarinkatu 9, Helsinki 14. WTD 1/69.

295 Paving, roofing materials

GERMANY—Liquid roof coating, of asbestos-bitumen or other material, white or other light colors. Direct purchase and agency. Industrie-Agentur Becker & Co. (importer, distributor, sales agent), 82 Schwachhauser Heerstrasse, 28 Bremen. WTD 11/67.

301 Tires, tubes

MALAWI—Bicycle tires, inner tubes, size 28″ x 1½″; vehicle tires, tubes 13″, 14″, 15″ sizes and above. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

302 Rubber footwear

MALAWI—Shoes, sandals, slippers, boots, all grades, for men, women, children. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

306 Fabricated rubber products

SWEDEN—Foamed rubber insulation materials for tubes. Refrico, A. Nisula, Ingeniorsfirma (agent, wholesaler, importer), Notariegatan 6B, S-216 11 Malmo. WTD 1/69.

SWITZERLAND—Surgeons' latex gloves. Direct purchase and agency. Charles Berdat (importer, distributor), Rue de Rambevaux 9, 2800 Delemont. WTD 3/68.

307 Plastics products

SWEDEN—Foamed plastics insulation materials for tubes. Refrico, A. Nisula, Ingeniorsfirma (agent, wholesaler, importer), Notariegatan 6B, S-216 11 Malmo. WTD 1/69.

314 Footwear, except rubber

MALAWI—Shoes, slippers, sandals, all grades, for men, women, children. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

317 Handbags, personal leather goods

MALAWI—Women's handbags, purses; leather, other. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

319 Leather goods

MALAWI—Leather novelties for gifts. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

322 Glass, glassware

MALAWI—Glasses, bowls, vases, cups, other domestic glassware; cheaper grades. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

323 Glass products

MALAWI—All kinds of cut, engraved, decorated glassware for gifts, household ornaments. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

331 Steel mill products

ITALY—Steel wire of 0.2758″ for reinforced prestressed concrete meeting A.S.T.M.-A 416/59 specifications. CESAP—Centro per lo Studio e le Applicazioni della Precompressione (design, construction work), 40 Viale Nairobi, 00144, Roma. WTD 3/68.

335 Rolling, drawing, extruding of nonferrous metals

● **BUENOS AIRES**—Agua y Energia Electrica, a Government agency distributing water and electricity, is inviting bids for purchase and installation of two 650 meter long underground single phase 66 kv cables in the City of Mendoza, Province of Mendoza, Argentina.

Bid deadline is Mar. 6. Deposit required for tender documents. Contact Agua y Energia Electrica, Lavalle 1554, Buenos Aires.

SWEDEN—Copper tubing for refrigerating plants. Refrico, A. Nisula, Ingeniorsfirma (agent, wholesaler, importer), Notariegatan 6B, S-216 11 Malmo. WTD 1/69.

342 Cutlery, handtools, general hardware

MALAWI—Vacuum flasks, bottles, jugs. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

Cheap vacuum flasks, for personal use. Catalogs, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

343 Heating apparatus, plumbing fixtures

GERMANY—Faucet-light units; single handle ball faucets; supply fixtures with fittings, dial thermometers, volume shutoff valves, union-end combinations, and strainer-check-stops; electric controlled valves; laboratory and self-closing fittings; sanitary equipment for public buildings, hospitals. Direct purchase and agency. Butzke-Werke Aktiengesellschaft

(manufacturer, wholesaler), 12-14 Ritterstrasse, 1 Berlin 61. WTD 5/68.

344 Fabricated structural metal products

MALAWI—Corrugated iron sheeting for roofing, thick and thin gauges, 24" widths, 6 ft. to 10 ft. lengths. Sample cuts, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

348 Fabricated wire products

ITALY—Steel strand of 1/2" for reinforced prestressed concrete meeting A.S.T.M.-A 416/59 specifications. CESAP—Centro per lo Studio e le Applicazioni della Precompressione (design, construction work), 40 Viale Nairobi, 00144, Rome. WTD 3/68.

349 Fabricated metal products

MALAWI—Metal novelties for gift items. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

SWEDEN—Solenoid valves for refrigerants R-12, R-22. Refrico, A. Nisula, Ingeniorsfirma (agent, wholesaler, importer), Notariegatan 6B, S-216 11 Malmo. WTD 1/69.

351 Engines, turbines

KOREA—Machine diesel engines. Direct purchase and agency. Pan Korea Machinery Co., Ltd. (sales agent), I.P.O. Box 1116, Seoul. WTD in preparation.

353 Construction, mining, materials handling machinery, equipment

GERMANY—Concrete cutting machines, saws, cutting depth and width approximately 3.2" each. Direct purchase and agency. Benno Bechel (sales agent, wholesaler, importer), 7 Stuttgart-Degerloch, Felix Dahn Strasse 4. WTD 1/69.

● **NEPAL**—Two portable rock drills; four angle dozers; one portable crushing plant, two stage, 20" x 10" primary, with screens and conveyors; three tracklaying tractor shovel-loaders with heavy duty 1½ cu. yd. buckets; two motor graders, 80 hp. diesel powered; seven utility vehicles 4-wheel drive, approx. 1½ ton capacity. Spare parts, operator manuals, parts books to be supplied with each item. No tender number.

Bid deadline Apr. 10. Chief Engineer (Road), His Majesty's Government of Nepal, Ministry of Public Works, Transport and Communication. Public Works Department (Road), Babar Mahal, Kathmandu.★ (Telephone: 202-967-5566).

SWEDEN—Truck mounted cranes with lifting capacity of more than 30 tons. Direct purchase and agency. AB Bjornkranar (manufacturer), Fiskaregatan 3, S-531 00 Lidkoping. WTD 5/68.

SWITZERLAND—All kinds of construction machinery, especially vertical and horizontal drilling equipment, augers. Direct purchase and agency. Oscar Meier, Baumaschinen (agent), Meienriedweg 13, 2500 Biel. WTD 1/69.

354 Metalworking machinery

ISRAEL—Drilling machines, eccentric presses, hoists, special instruments for the metalworking industry. Direct purchase and exclusive representation. Interested firms should write: M. Maximov Ltd. (manufacturer, importer, agent), 96 Shalma St., Tel Aviv. WTD 12/68.

KOREA—Various types of machine tools. Direct purchase and agency. Pan Korea Machinery Co., Ltd. (sales agency), I.P.O. Box 1116, Seoul. WTD in preparation.

Machine tools designed primarily for automobile maintenance, repair. Direct purchase and agency. Rimm International Corp. (sales agent), I.P.O. Box 3399, Seoul. WTD in preparation.

PAKISTAN—Ten inches, 13½" and 16" precision engine lathes with turning, cutting, boring tool holders; other parts, accessories. Catalogs, quotations requested. Standard Trade Agencies (sales, indenting agents), 42 Dilkusha Commercial Area (3rd floor), Dacca-2. WTD 11/67.

SWITZERLAND—Balancing weights for car

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

ALBUQUERGUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

wheel balancers. Direct purchase and agency. Peter Goldschmid & Co. AG (importer, distributor), Feldeggstrasse 5, 8152 Glattbrugg. WTD 1/69.

YUGOSLAVIA—Thirty-two various types of equipment for cable industry such as steel welding apparatus, copper wire cutters, electrohydraulic control panels. Deadline Apr. 8. Industrija kablova "Mosa Pijade" (manufacturer), Nabavna sluzba, Svetozarevo.

355 Special industry machinery

KOREA—Textile spinning, knitting machinery, allied examining equipment. Direct purchase and agency. Bukuk Commercial Trading Co. (sales agent), C.P.O. Box 801, Seoul. WTD 7/68.

SUDAN—Dehydrating cabinets for dehydrating fruits, vegetables, especially red sweet pepper, bananas. Specifications: required capacity over 1500 kgs. of fresh fruits, vegetables with beginning humidity of 85% to remaining humidity of about 10% in 24 hrs.; temperature up to about 90° C; band or trays base perforations to be 2 mm x 12 mm or slightly smaller; temperature pressure 6 atm (atmosphere). Requests quotations documented with catalogs, drawings. Sarkis Izmirlian Corp., Attn: Mr. F. Smrcka, Mgr., Tenders Dept. (importer), P.O. Box 282, Khartoum. WTD 4/67.

SWITZERLAND—All kinds of printing machines, equipment; especially offset printing machines; new developments. Direct purchase and agency. Racher & Co. AG (agent, importer), Marktgasse 12, 8025 Zurich 1. WTD in preparation.

Paper industries machinery. Direct purchase and agency. Stahag (importer, distributor), Hohlstrasse 489, 8048 Zurich. Attn: Mr. Strub. WTD 1/69.

Shoemaking and leather machines, equipment; plastics and packaging machinery. Direct purchase and agency. Emil Rutishauser (importer, distributor), Sagestrasse 1, 8280 Kreuzlingen. WTD 1/69.

YUGOSLAVIA—One complete automatic line for manufacturing mirrors. Deadline Apr. 8. Offers in five copies requested. Invest Import (importer), Beograd, Terazije 5. WTD 11/67.

Sixty-four various knitting, sewing machines for textile industry. Deadline Apr. 8. Poslovno udruzenje tekstilne industrije (business association), Ljubljana, Titova 81.

Cement making machinery: rotating furnace of 1,000-1,200 tons capacity per day, dry process. Deadline Apr. 8. Masino Impex (importer), Zagreb, Varsavska 9.

Plastic working machinery with parts, accessories for manufacturing polyurethane masses. Deadline Apr. 8. Offers requested in five copies. Ferimport (importer), Export-import, Zagreb, Ilica 1. WTD 4/67.

One complete fruit canning, pasteurizing line. Deadline Apr. 17. Prehrambeni kombinat "Bosanka" (manufacturer), Doboj, Sarajevska bb.

Machinery and equipment for furniture makers' industry: two cylinder grinders with upper rollers, wood lathe, corpus press, automatic formalizer, various automatic grinders, automatic paint, varnish machines. Deadline Apr. 17. Jugoelektro (importer), Beograd, Knez Mihailova 10. WTD 3/67.

Two color offset presses, size 72 x 102 cm. Deadline Apr. 17. Offers requested in six copies. Metalka, Export-import (importer), Ljubljana, Dalmatinova 2, Sektor IV/56.

356 General industrial machinery

● **IRAN**—Two sets of vertical, 4-stroke, and water cooled diesel motor pumps with radiators and relative accessories. Tender No. 1723/47, bid deadline Mar. 16. Iranian State Railways, Tehran.★ (Telephone: 202-967-5585).

ISRAEL—Machines for manufacture of iron and metal parts, related porcelain parts for four regular sizes of automobile spark-plugs. Hanns Beerman (manufacturers' representative), 2 Yefe Nof St., Corner 202 Ben Yehuda Rd., Tel Aviv. WTD in preparation.

YUGOSLAVIA—One electric-arc furnace (capacity six tons) with hydraulic regulator, power station. Deadline Apr. 8. Jugotehna, Import-export (importer), Beograd, Knez Mihailova 1. WTD 2/68.

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Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

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"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

357 Office, computing, accounting machines

● **COLOMBIA**—Supply and installation of a modern electronic system to improve and reorganize postal money order system. Requested by, and terms and specifications available free from the Chief, General Services Section, National Postal Administration, Colombian Ministry of Communications, Calle 13, No. 8-23, Office 502, Bogota, Colombia.

The bid deadline is Mar. 31, and bids must be presented personally at the above address.

All foreign suppliers must be properly represented by a local sales agent, who will be authorized to obtain the specifications and present bids.

MALAWI—Reconditioned, secondhand typewriters, non-electric, all sizes. Gateway Distributors Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

SWITZERLAND—Calculating, accounting, invoicing, automatic typewriting, copying, other novelty office machines. Direct purchase and agency. Ferd Spaeti (importer, distributor), Hirschenplatz 10, 6000 Lucerne. WTD 1/69.

358 Service industry machines

CANADA—Components for industrial vacuum cleaners, floor polishers. Desires to represent manufacturers of above commodities not represented in Canada. Hibbert Wholesale Ltd. (importer, distributor), 1242-11th Ave. South West, Calgary 3, Alberta. WTD in preparation.

KOREA—Room air-conditioners. Direct purchase and agency. Pan Korea Machinery Co., Ltd. (sales agency), I.P.O. Box 1116, Seoul. WTD in preparation.

SWITZERLAND—Commercial and industrial refrigeration and air conditioning equipment, water cooling towers, water coolers, refrigeration compressors, turbo compressors, air coolers, air conditioning systems, condensing units, display cases and cabinets for frozen foods, environmental control equipment, parts, attachments. Direct purchase and agency. Frigorex AG (importer, distributor), Burgenstrasse 36, 6000 Lucerne. WTD 7/68.

361 Electric transmission, distribution equipment

KOREA—Various electrical measuring instruments and testing equipment. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD in preparation.

YUGOSLAVIA—Two three-phase oil pressure regulating transformers, with power of: 20/20/6.67 MVA 110 ± 10 x 1.5%/36.75/10.5 kv, and connection Y, yo, d5. Deadline Apr. 17. Elektroopskrba (room #516) (importer), Zagreb, Gunduliceva 32.

363 Household appliances

CANADA—Components for domestic vacuum cleaners, floor polishers. Desires to represent manufacturers of above commodities not represented in Canada. Hibbert Wholesale Ltd. (importer, distributor), 1242-11th Ave. South West, Calgary 3, Alberta. WTD in preparation.

MALAWI—Refrigerators; freezers; stoves; electric, gas or kerosene types; fans, mixers, electric, 220/240 volt, 50 cycle. Catalogs, price lists requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

Simple cooking stoves, kerosene burners, one, two, three plates/burners. Catalogs, price lists requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

Refrigerators, kerosene fueled, household, sizes up to 12 cu. ft.; re-conditioned or secondhand sewing machines, non-electric. Gateway Distributors Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

365 Radio, television receiving sets

MALAWI—Radios, portable and mains;

phonographs, record players, for 33, 45 & 78 r.p.m., wind-up, electric; tape recorders; tapes; speakers; all for 220/240 volts 50 cycle systems. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

366 Communication equipment

KOREA—Television broadcast equipment. Direct purchase and agency. Sama Trading Corp. (sales agent), I.P.O. Box 2447, Seoul. WTD in preparation.

SWITZERLAND—All kinds of telephone sets, related equipment for office use. Direct purchase and agency. Unitech Vertriebs AG (importer, agent), Seestrasse 341, 8038 Zurich. WTD 1/69.

367 Electronic components, accessories

SWITZERLAND—Electronic components, equipment for printed circuits. Direct purchase and agency. Remy Armbruster AG (distributor, importer), Holbeinstrasse 27, 4001 Basel. WTD 1/69.

369 Electrical machinery, equipment, supplies

MALAWI—Batteries, primary, for flashlights, transistor radios. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

NETHERLANDS—Electro-medical equipment for patient monitoring. Godart N.V. (manufacturer, importer), 2 Jan van Eijcklaan, Bilthoven. WTD 1/69.

381 Engineering, laboratory, scientific, research instruments

PHILIPPINES—Drawing templates for use by engineers, architects. Corona Supply Company, Inc. (importer, wholesaler, retailer), 1967 Claro M. Recto Ave., Manila. WTD 1/69.

SWITZERLAND—Low-priced disposable specimen tubes with screw caps and cotton-tipped applicator for specimens; mailing containers for specimen tubes; disposable 1 ML and 1 OML plastic sterile serological pipets; laboratory equipment, accessories. Direct purchase and agency. Charles Berdat (importer, distributor), Rue de Rambevaux 9, 2800 Delemont. WTD 3/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **COLOMBIA**—Supply of 40,000 water meters, volumetric type; 80,000 couplings for the above. Tender No. 45 OP-1-B, bid deadline Feb. 28. Financed by funds provided by the World Bank. Requested by Gen. Mgr., Empresa de Acueducto y Alcantarillado de Bogota, D. E., Plan Maestro Acueducto, Carrera 5, No. 15-21, Piso 3, Bogota, Colombia. Specifications available from above issuing authority for 1,500 Colombian pesos or $88. Bids must be delivered personally at above address.

SWEDEN—Thermostats, pressure gauges for refrigeration compressors. Refrico, A. Nisula, Ingeniorsfirma (agent, wholesaler, importer), Notariegatan 6B, S-216 11 Malmo. WTD 1/69.

384 Surgical, medical, dental instruments

● **BURMA**—Supply of personal safety equipment for welding and riveting including 50 bocal goggles F.G.2, both dark and clear lenses; 50 sets of spare clear and colored lenses; 15 hand type welders shields; 10 green head shield screens; 50 green protective welders glass; 150 clear plastic and clear glass chipping goggles SG/2; 50 chipping screen 8" deep; 20 electrode holders, 300 amps. with hand guard and heavy duty fabric guards. Tender No. MEIC/BRLYS/13(T)117(MC)68-69, bid deadline Mar. 14. Requested by the Government of the Union of Burma, Union of Burma Railway Board, Rangoon.

Specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230★ (Telephone: 202-967-2939).

NETHERLANDS—Cardio-pulmonary laboratory, all equipment in use during hemodialysis with artificial kidneys, equipment used by clinical chemists. Godart N.V. (manufacturer, importer), 2 Jan van Eijcklaan, Bilthoven. WTD 1/69.

SWEDEN—Surgical instruments; laboratory utensils; dressings, bandages. Agency and direct purchase. AB Forbandsmaterial (agent, wholesaler), Mellbyvagen 21-23, S-433 00 Partille. WTD 1/69.

386 Photographic equipment

SWITZERLAND—All types of still and motion picture cameras, projectors; related accessories, equipment. Direct purchase and agency. Unitech Vertriebs AG (importer, agent), Seestrasse 341, 8038 Zurich. WTD 1/69.

All kinds of photocopy equipment, apparatus; new developments, similar products. Direct purchase and agency. Racher & Co. AG (agent, importer), Marktgasse 12, 8025 Zurich 1. WTD in preparation.

Office photocopying machines. Direct purchase and agency. Ferd. Spaeti (importer, distributor), Hirschenplatz 10, 6000 Lucerne. WTD 1/69.

387 Watches, clocks, parts

MALAWI—Watches, clocks; portable, electric, wind-up. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

391 Jewelry, silverware, plated ware

MALAWI—Table cutlery, cheaper grades. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

393 Musical instruments, parts

SOUTH AFRICA—Organs, electronic: household, theatrical, concert, church. Direct purchase and agency. Lewis Stores Ltd. (importing distributor), P.O. Box 43, Woodstock, Cape Province. WTD in preparation.

394 Toys, amusement, sporting goods

MALAWI—Children's toys, vehicles, dolls, sport kits. Catalogs, prices requested. I. O. Adam Ltd. (wholesaler, retailer), P.O. Box 34, Lilongwe. WTD 11/68.

Dolls, stuffed toys. Catalogs, prices requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

395 Pens, pencils, office, artists' materials

MALAWI—Ball point pens, cheapest qualities. Samples, catalogs, price lists requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

PHILIPPINES—Water color pallette for use by artists. Corona Supply Company, Inc. (importer, wholesaler, retailer), 1967 Claro M. Recto Ave., Manila. WTD 1/69.

396 Costume jewelry, novelties, buttons, notions

MALAWI—Safety pins, hair clips, miscellaneous notions. Samples, catalogs, price lists. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

Future construction summary available

A quarterly summary of future construction projects abroad, contract award stories and significant foreign government tenders published in *International Commerce* and *Commerce Business Daily* during October, November and December 1968, is available to U.S. firms from the Department of Commerce, BDSA-541, International Liaison and Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, railroad and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contractors and responsible agencies are cited, as well as original publication dates.

A limited number of copies of the third quarter 1968 summary are also available upon request and will be distributed on a first-come basis.

399 Manufacturing industries

MALAWI—Toothbrushes, hairbrushes, nylon, plastic, wooden; cheaper qualities. Catalogs, samples, price lists requested. M. M. Chunara & Co. (wholesaler), P.O. Box 70, Lilongwe. WTD 11/68.

593 Antique, secondhand stores

MALAWI—Secondhand carpets, up to 12' x 16'. Prices c.i.f. Beira requested. Catalogs. Gateway Distributors Ltd. (wholesaler), Haile Selassie Rd., P.O. Box 559, Blantyre. WTD 10/68.

Secondhand men's clothing. Samples, prices requested. Popatlal Damodar (wholesaler), Haile Selassie Rd., P.O. Box 119, Blantyre. WTD 1/69.

701 Hotels, tourist courts, motels

● **PERU**—Corporacion de Turismo del Peru is now in the initial phase of preparing a licitation through which it would turn the operation of all its 33 hotels over to a private firm (ten more hotels are currently under construction). A date for the licitation is still unknown. Corporacion de Turismo del Peru, Conde de Superunda 298, Lima, Peru.

891 Engineering, architectural services

PAKISTAN—Contact with reputable architect capable of designing public hall for 5,000 persons with such ancillary structures as library, exhibition center, administrative buildings, restaurant on 12 acres of land in Dacca, East Pakistan at an estimated cost of approximately $4.2 million. Mr. A. Matin Chowdhury, B.Sc., C.E., Asst. Architect, Works Buildings, Office of the Government Architect, Government of East Pakistan, Dacca.

Argentina invites consultants to submit bids on port study

The Argentine Government invites qualified consulting engineering firms to bid on a study, applying hydraulic model, to obtain technical and economically suitable solutions and conclusions on the construction of port installations and access canals. The project is located within the maritime zone of the Rio Grande, Territorio Nacional de Tierra del Fuego.

Bidding documents may be obtained from the Direccion Nacional de Construcciones Portuarias y Vias Nayegables, Avenida 9 de Julio 1925, Buenos Aires, R. Argentina, at a cost of $30.

The deadline for submitting bids is 4 p.m., Mar. 12, at which time bids will be opened.

Trinidad seeks bids for supply of steel supporting structures

Tenders for the supply of steel supporting structures for 66 kv. double circuit transmission lines have been announced by the Trinidad and Tobago Electricity Commission.

Bid deadline is Mar. 14, 1969.

Copies of the specifications are available from the Construction and Building Materials Division, Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

SPAIN—Raw, salted, dried hides and skins of ox, cow, bull, buffalo. Lopez Membiela, S.L. (distributor), Pago Gomez 18, La Coruna. WTD 1/69.

203 Canning, preserving foods

AUSTRALIA—Frozen potato products. W. Len Johnson Pty. Ltd. (importer, agent), P.O. Box 453, North Sydney, N.S.W. 2060. WTD 11/68.

BRAZIL—Black prunes; raisins, seedless. Miguel Hidalgo (importer, distributor), Rua da Quitanda, 20 1° andar salas 106/7 Caixa Postal 4703, Rio de Janeiro ZC-21 GB. WTD 7/68.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Synthetic fur blushes for fabric toys. Requests samples for buyer testing purposes. Universal Mercantile Co., Attn: Mr. T. Sandy (importer, agent), G.P.O. Box 1950, Sydney, N.S.W. 2001. WTD in preparation.

GERMANY—Printed fabrics of polyester fiber blended with cotton, for ladies' garments, high fashion designs, including "burnt out" designs of fabrics made from core yarns; upholstery fabrics for automobile seats; interior linings for automobile passenger compartments, for use by automobile manufacturers. Quotations c.i.f. German seaport or f.o.b. U.S. port of shipment preferred. Lattreuter & Co. (sales agent), 69 Gravelottestrasse, 28 Bremen. WTD in preparation.

225 Knitting mills, products

GERMANY—Jersey cloth, printed, for ladies' garments, high fashion designs, including those with intertwined metallic yarn. Quotations c.i.f. German seaport or f.o.b U.S. port of shipment preferred. Lattreuter & Co. (sales agent), 69 Gravelottestrasse, 28 Bremen. WTD in preparation.

226 Dyeing, finishing textiles

GERMANY—Printed fabrics of polyester fiber, also blended with cotton, for ladies' garments, high fashion designs, including "burnt out" designs of fabrics made from core yarns; upholstery fabrics for automobile seats; interior linings for automobile passenger compartments for use by automobile manufacturers. Quotations c.i.f. German seaport or f.o.b. U.S. port of shipment preferred. Lattreuter & Co. (sales agent), 69 Gravelottestrasse, 28 Bremen. WTD in preparation.

227 Floor covering mills, products

ITALY—Woven carpets, all types, including wall-to-wall. C.I.A. Compagnia Industria Arredamento (distributor), Via Tonale 20, Milan. WTD 12/68.

229 Textile goods

GERMANY—Upholstery fabrics for automobile seats; interior linings for automobile passenger compartments, of artificial leather or other impregnated or coated fabrics for use by automobile manufacturers. Quotations c.i.f. German seaport of f.o.b. U.S. port of shipment preferred. Lattreuter & Co. (sales agent), 69 Gravelottestrasse, 28 Bremen. WTD in preparation.

SPAIN—Waste, textile, processed; cordage, twine. Lopez Membiela, S.L. (distributor), Payo Gomez 18, La Coruna. WTD 1/69.

239 Fabricated textile products

AUSTRALIA—Tents, sleeping bags. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

242 Sawmills, planing mills

SPAIN—Softwood and hardwood lumber. Lopez Membiela, S.L. (distributor), Payo Gomez, 18, La Coruna. WTD 1/69.

249 Wood products

NICARAGUA—Southern yellow pine posts treated with creosote or pentachlorophenol for rural electrification project. Dr. Eduardo Montiel Arguello (sales agent), Apartado Postal 883, Managua. WTD 9/68.

251 Household furniture

AUSTRALIA—Camp furniture. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

261 Pulp mills, products

GREECE—Bleached wood pulp; unbleached sulfate pulp. Requests c.i.f. Piraeus price quotations. Andreas D. Papachristopoulos & Co. (agent), 44 Kolokotroni St., Athens 123. WTD 4/68.

262 Paper mills, products

ENGLAND—Printing paper. Interlec Packaging (Div. of Wessex Electronics Ltd.) (distributor), Royal London Bldgs., Baldwin St., Bristol 1. WTD 10/68.

263 Paperboard mills, products

ENGLAND—Packaging materials. Interlec Packaging (Div. of Wessex Electronics Ltd.) (distributor), Royal London Bldgs., Baldwin St., Bristol 1. WTD 10/68.

265 Paperboard containers, boxes

ENGLAND—Finished products from paperboard, plastic, foil. Interlec Packaging (Div. of Wessex Electronics Ltd.) (distributor), Royal London Bldgs., Baldwin St., Bristol 1. WTD 10/68.

277 Greeting card manufacturing

THAILAND—Full line of English language greeting cards. C.i.f. prices requested. Praepittaya Co., Ltd. (importer, distributor, retailer), 716-718 Burapa Palace, Bangkok. WTD 12/68.

281 Industrial chemicals

NETHERLANDS—Chemical specialties to improve properties of bitumen, bituminous road construction materials. Exclusive agency representation for Netherlands and/or other Common Market countries desired. Interesting proposals should be addressed to Sheraton Hotel Chicago from Feb. 10 through Feb. 23, and to Department of Commerce Field Office, 41st Floor Federal Bldg., 26 Federal Plaza, Foley Square, New York, N.Y. 10007 until Mar. 10. Thereafter to the firm's address in Netherlands. Mr. A.W. van Liebergen, Rubber Latex Poeder Compagnie N.V. (importer, exporter, transit trader), 149 Singel, Amsterdam. WTD 1/69.

282 Synthetic materials

ECUADOR—Complete lines of synthetic, manmade fibers: polyester, rayon, acrylic, viscose; cones, skeins, hanks for large-scale weaving, spinning by textile mills. Exclusive indent agent basis. Requests quotations f.o.b., c.i.f. Guayaquil; insured, uninsured. Catalogs, samples, price lists requested. Organizacion Comercial Vallejo Araujo S.A., c/o Agencias y Representaciones S.A. (importer, distributor, agent), P.O. Box 245, Quito. WTD 10/67.

283 Drugs

ITALY—Vitamins: D3, E (dry, stabilized); A (acetate or palmitate); E (oleous, high concentration) for animal feed industry. Franco Poletti (manufacturer, importer), Via F. Albani 31, 20148 Milan. WTD in preparation.

307 Plastic products

AUSTRALIA—Wide range of plastic kitchenware products. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

GERMANY—Vinyl cloth or similar plastic material for automobile seats, interior linings for automobile passenger compartments for use by automobile manufacturers. Quotations c.i.f. German seaport or f.o.b. U.S. port of shipment preferred. Lattreuter & Co. (sales agent), 69 Gravelottestrasse, 28 Bremen. WTD in preparation.

322 Glass, glassware

AUSTRALIA—Wide range of glass kitchenware. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

326 Pottery, related products

AUSTRALIA—Wide range of china kitchenware. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

331 Steel mill products

ISRAEL—All kinds of metal, particularly black iron, galvanized sheets. Sole distributorship. L. Ben David & Co. Ltd. (importer, agent, distributor), 123 Allenby Rd., P.O. Box 2566, Tel Aviv. WTD 12/68.

342 Cutlery, hand tools

ITALY—Garden hand tools. Eredi Pietro Ferrari (manufacturer, importer, exporter), Via Chiesanuova 27, Padova. WTD 4/68.

346 Metal stampings

AUSTRALIA—Utensils for household, camping use, aluminum, other than aluminum. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

352 Farm machinery

ITALY—Agricultural sprayers, dusters. Eredi Pietro Ferrari (manufacturer, importer, exporter), Via Chiesanuova 27, Padova. WTD 4/68.

353 Construction, mining, materials handling machinery, equipment

NETHERLANDS—Small machinery, equipment for road construction, bridge deck surfacing. Exclusive agency representation for Netherlands and/or other Common Market countries desired. Interesting proposals should be addressed to Sheraton Hotel, Chicago from Feb. 10 through Feb. 23, and to Department of Commerce Field Office, 41st Floor Federal Bldg., 26 Federal Plaza, Foley Square, New York, N.Y. 10007 until Mar. 10. Thereafter to firm's address in Netherlands. Mr. A. W. van Liebergen, Trenco Trading & Engineering Co. C.V. (sales agent, importer, exporter), 2nd Marnixplantsoen 3, P.O. Box 3428, Amsterdam. WTD 1/69.

355 Special industry machinery

ECUADOR—Complete line new textile machinery. Exclusive indent agent basis. Requests quotations f.o.b., c.i.f. Guayaquil; insured, uninsured. Illustrated catalogs, price lists requested. Organizacion Comercial Vallejo Araujo S.A., c/o Agencias y Representaciones S.A. (importer, distributor, agent), P.O. Box 245, Quito. WTD 10/67.

ENGLAND—Paper converting machinery. Interlec Packaging (Division of Wessex Electronics Ltd.) (distributor), Royal London Buildings, Baldwin St., Bristol 1. WTD 10/68.

SWEDEN—Parts, attachments for paper, pulp mill machinery, wire and wire cloth. Joh. SJO Aktiebolag (importer, distributor, agent), 284 Box, S-601 04 Norrkoping 1. WTD 12/68.

356 General industrial machinery

ENGLAND—Packing machinery. Interlec Packaging (Division of Wessex Electronics Ltd.) (distributor), Royal London Buildings, Baldwin St., Bristol 1. WTD 10/68.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

ITALY—Industrial infra red radiators for drying of textiles, paints. Infra Rodon (distributor), Via Buonarroti 18, 20145 Milan. WTD 11/68.

SWEDEN—Air, gas-compressors, cylinders, couplings, parts, attachments. Interforest AB (manufacturer, agent), 9011 Box, S-750 09 Uppsala. WTD 12/68.

357 Office, computing, accounting machines

AUSTRALIA—Person-weighing and kitchen scales. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

SWEDEN—Equipment for data communication, data terminals, plotting equipment. Industrial Development AB (distributor, manufacturer), 30-32 Ballstavagen, S-172 23 Sundbyberg. WTD 9/68.

358 Service industry machines

GERMANY—Airconditioning equipment for residential, industrial use (220-380 volts, A.C. 50 cycles), for use aboard ships (380-660 volts, A.C. 50 cycles). Exclusive agency. Ing. Walter Tegelbeckers (sales agent), 28 Bremen, Carl-Schurz-Strasse 53. WTD in preparation.

SWEDEN—Air humidifier aggregates, fans, other parts, accessories to complete line of air conditioning equipment. Ingenjorsfirman SELEKO AB (importer, agent, engineering company), 33 Beckdjursvagen, S-131 01 Nacka 1. WTD 12/68.

361 Electric transmission, distributing equipment

AUSTRIA—Electronic measuring, testing equipment. Herbert Karner (agent, importer), Altmannsdorferstr. 174, A-1232 Vienna. WTD 1/69.

ITALY—Electronic measuring instruments. Automazione Industriale S.p.A. (manufacturer, representative), Via Mario Donati 8, 20146 Milan. WTD 11/68.

362 Electrical industrial apparatus

THAILAND—Arc welding machines, motor driven, a.c. and d.c.; accessories for arc welding machinery; arc welding electrodes. Exclusive agency. Catalogs, price lists requested. Damrong Machine Tool Co., Ltd. (importer, distributor), 422-424 Worachak Rd., Bangkok 1. WTD in preparation.

363 Household appliances

AUSTRALIA—Camp stoves. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

366 Communication equipment

GERMANY—Laser systems and equipment, except scientific, engineering instruments; solid state laser; low power laser. Polytec Gesellschaft fuer Analysen, Mess- und Regel Technik mbH & Co. (importer, exporter, sales agent), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

367 Electronic components, accessories

AUSTRIA—Electronic semifinished products and auxiliary materials, component assemblies

ready for mounting; production equipment for electronics industry. Herbert Karner (agent, importer), Altmannsdorferstr. 174, A-1232 Vienna. WTD 1/69.

SWEDEN—Microwave diodes, electronic components, tubes, subsystems. Albatross Tele,AB (importer, distributor, agent), 26 Tradgardsgatan, S-172 38 Sundbyberg. WTD 5/68.

TAIWAN—Magnetic recording tape. Exclusive agency. Orient Trading Co., Ltd. (agent), P.O. Box 3240, Taipei. WTD 6/68.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Laser scientific, engineering instruments; laser beam alignment devices. Polytec Gesellschaft fuer Analysen, Mess- und Regel Technik mbH & Co. (importer, exporter, sales agent), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

383 Optical instruments, lenses

GERMANY—Electro-optical measuring instruments, spectrometers, spectroscopes. Polytec Gesellschaft fuer Analysen, Mess- und Regel Technik mbH & Co. (importer, exporter, sales agent), 7501 Gruenwettersbach-Karlsruhe, Schlesienstrasse 20. WTD 3/68.

384 Surgical, medical, dental instruments

FRANCE—Surgical and medical prosthetic appliances, implants, pacemakers, cardiac surgery apparatus, instruments, equipment for preservation of human organs and equipment use in human transplant operations. Simmho (factory agent), 13 Rue de Guebwiller, 67 Strasbourg-Neudorf. WTD 6/68.

391 Jewelry, silverware, plated ware

AUSTRALIA—Jeweler's findings, materials; jewelry parts, unassembled. Both for use in producing costume jewelry, related inexpensive trinkets. Requests samples for buyer testing purposes. Universal Mercantile Co., Attn: Mr. T. Sandy (importer, agent, indent agent), G.P.O. Box 1950, Sydney, N.S.W. 2001. WTD in preparation.

394 Toys, sporting goods

AUSTRALIA—Doll face masks, glass eyes, related parts for dolls or stuffed toys. Requests samples for buyer testing purposes. Universal Mercantile Co., Attn: Mr. T. Sandy (importer, agent, indent agent), G.P.O. Box 1950, Sydney, N.S.W. 2001, WTD in preparation.

Wide range of sporting equipment including hiking equipment, hiking gear, back-packs; fishing tackle, equipment. The Newman Co. of America Pty. Ltd. (importer, distributor, agent), 2B Grose St., Glebe, N.S.W. 2037. WTD 4/68.

TAIWAN—Golf equipment, balls, fishing tackle, other sporting goods. Exclusive agency. Orient Trading Co., Ltd. (agent), P.O. Box 3240, Taipei. WTD 6/68.

396 Costume jewelry, novelties

AUSTRALIA—Costume jewelry of all kinds containing regular or semi-precious metals, artificial stones. Particularly interested in rings, chains, bracelets. Requests samples for buyer testing purposes. Universal Mercantile Co., Attn: Mr. T. Sandy (importer, distributor, agent, indent agent), G.P.O. Box 1950, Sydney, N.S.W. 2001. WTD in preparation.

739 Business services

AUSTRALIA—Coin machines, products and amusement; lease equipment from manufacturer on joint venture operation or to Australian corporation for marketing, service, distribution, management functions. Richard R. Nette, 6 Erskine Place, City Beach, Western Australia. WTD in preparation.

Ethiopia calls for bids on major dam project

The Government of Ethiopia is asking for tenders on the construction of a dam, powerplant, and appurtenances for the Finchaa Hydroelectric Project in that country. Bids will be received in May 1969.

The project will consist of the following features: a low earth-and-rockfill dam with spillway; a concrete intake and water conductor including 3,500 meters of 3.0 meter diameter concrete lined pressure tunnel, a surge chamber and valve chamber, 600 meters of 2.1 meter diameter embedded steel penstock, and 1,400 meters of 2.1 meter diameter exposed steel penstock; a conventional powerhouse structure designed for three 35,000 kva generating units. The generators will be driven by vertical-shaft, impulse-type hydraulic turbines rated 46,500 metric horsepower at 550 meters net head, 500 r.p.m.; installing auxiliary permanent equipment (the hydraulic turbines, governors, valves and the generators will be furnished and installed by others); a switchyard and a step-down substation located at Lake Gafarsa; and an access road from the dam to the power station. The Ethiopian Electric Light and Power Authority has applied for a loan from the International Bank for Reconstruction and Development for the foreign currency required for the project.

Copies of the contract documents 346-13, construction of dam powerplant and appurtenances may be obtained from $100 (non-refundable) for two sets from the Harza Engineering Co., 400 W. Madison St., Chicago, Ill. 60606.

Such payment may be made by certified check or cashier's check payable to: Ethiopian Electric Light and Power Authority.

Bolivia to announce plans for procurement of fertilizer

Bolivia will probably issue, in March, a tender for fertilizers. The tender will cover three products: urea—46% nitrogen and fertilizer mixtures—13-39-0 (NPK) and 15-15-15 (NPK).

The proposed purchase, described as being of variable volume—from 700 to 3500 ton, will be divided between the three products, roughly, 30, 45, and 25 percent in the order listed, and will specify prilled fertilizers, bagged in 50 kilo jute sacks, polyethylene lined, for delivery to Arica or Antofagasta, Chile between July 1 and Sept. 1.

While nothing is official on this tender yet, interested firms may contact, in Spanish, Ing. Rolando PRADA Mendez, Gerente Comercial, Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo 401, La Paz, Bolivia. The cable address is YACIBOL, La Paz.

Leads for Importers

Commodities are offered direct unless specified

011 Field crop farms

AUSTRALIA—Clover seed, lupins. Clover seed includes all varieties grown in Australia. Weiko III and Uni-white lupins for stock feed or human consumption. Protein content 36 per cent, 32 per cent respectively. International Agricultural Produce Exporters, P.O. Box 174, Wongan Hills 6603, Western Australia. WTD in preparation.

225 Knitting mills, products

EL SALVADOR—Men's, boys' knit underwear. Requests replies in Spanish. Sr. Fernando Rodriguez Villalobos, Gerente Industrias Textiles, S.A. (INTEXSA) (knitting mill), 5a. Avenida Norte 350, Colonia Vairo, San Salvador. WTD 3/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

HONDURAS—Top quality hand carved doors in kiln dried Honduras mahogany, other exotic tropical hardwoods built up with special solid core system. Many designs: Mayan, Spanish, French, American. Any size, any style offered to distributors, representatives or any people marketing doors, willing to supply business, bank references. New Art de Centro America (manufacturer, retailer, exporter), P.O. Box 311, San Pedro Sula. WTD 8/68.

349 Fabricated metal products

FRANCE—Pyrometric sheaths or shields (drilled-steel type), thermocouple protection tubes, allied products for principally petrochemical industry. Descriptive literature mailed upon request. D.A.R. (Distribution d'Accessoires de Regulation), (manufacturer, exporter), Route de Pau; 64- Orthez, Basses-Pyrenees. WTD 1/69.

352 Farm machinery

FRANCE—Pneumatic pulverizers; sprayers, dusters; powder-sprinklers, spray-pumps, related agricultural, viticultural equipment and farm machinery including insect-control equipment for orchards, for all categories of cultures, field or row-crop types; tractor- or animal-drawn. Exportation direct or through agents. Requests replies in French. Illustrated leaflets available on loan from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Dept. of Commerce, Washington, D.C. 20230. Castaing Fils (Etablissements) (manufacturer, exporter), 8-14 Rue Hanappier; 33- Cauderan-Bordeaux, Gironde. WTD 1/69.

358 Service industry machines

FRANCE—Air-dryers; gas-dryers (dewpoint or all pressures) for use principally by petrochemical industry. Catalogues mailed upon request. D.A.R. (Distribution d'Accessoires de Regulation) (manufacturer, exporter), Route de Pau; 64- Orthez, Basses-Pyrenees. WTD 1/69.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

CANADA—Gulf Oil Canada Ltd. (formerly British-American Oil Co. Ltd.) has announced plans for a **new 80,000 barrel-a-day refinery** in Edmonton to replace its present 14,000 barrel-a-day plant there. The refinery will cost $75 million and is scheduled to go on stream early in 1971.

Gulf states that the new refinery, which will be the largest in Canada west of Sarnia, is designed to achieve economies of scale and greater efficiency.

FINLAND—Three new TV transmitting stations will be constructed and equipped with funds allocated from the Finnish Broadcasting Company's 1969 budget as follows:

a) Location—Eurajoki, TV-transmitting station (UHF), about 20 kw; b) Location—Vaasa, TV-transmitting station (VHF), about 10 kw; c) Location—Maarianhamina, TV-transmitting station and an additional radio transmitter (VHF), about 10 kw; d) Location—Inari, TV-transmitting station (VHF), about 10 kw.

In addition, video recording equipment is to be replaced at a cost of Fmk 2.7 million ($1 = Fmk 4.20, par value), and the Vaasa TV-center is to be equipped with new film processing facilities and cutting boards.

The Broadcasting Company has informed the American Embassy that it generally directs inquiries to various manufacturers of its own choice. Technical equipment has been bought in the past from France, Germany and the United States (RCA), although it is understood that some of the American equipment was actually manufactured in Norway.

For further information, interested U.S. manufacturers may write directly to: Mr. Paavo Arni, Technical Manager, Oy Yleisradio Ab, Kesakatu 2, Helsinki 26—or—Mr. Juhani Vasakari, Purchasing Manager, Oy Yleisradio Ab, Kesakatu 2, Helsinki 26.

JAPAN—Four new plants planned for the Chubu region should enable it to become the largest nuclear power supply center in Japan. According to the new 10-year development plan the Kansai, Chubu and Hokuriku Power Companies are scheduled to produce a total of more than 5.7 million kw of nuclear power by Japanese fiscal year 1977.

Chubu Power will make a final decision on the type of reactor for one of the plants by the end of March 1969. General Electric and Westinghouse equipment will be used on two other plants.

The Export-Import Bank has financed part of Japan's nuclear power development, and U.S. equipment and nuclear fuels have entered duty free.

SPAIN—A 330-megawatt coal-fired thermal power station to be located near Ponferrada, Spain, will be constructed and equipped with the assistance of a $9 million Export-Import Bank credit in favor of the Spanish utility, Empresa Nacional de Electricidad (Endesa).

Endesa has already awarded a $6 million contract for the steam generator to Foster Wheeler Corp. of Livingston, N.J. A "brushless" exciter for the main turbine-generator set is to be supplied by Westinghouse Electric Corp. Other portions of this plant will be supplied by Foster Wheeler and Westinghouse licensees and affiliates abroad. *Remaining U.S. suppliers have yet to be selected by the Spanish firm.*

Purchases of American equipment and services for Endesa's two existing power stations at the Ponferrada site were financed by earlier Eximbank credits totalling $25 million. Since 1958 Eximbank has authorized $268 million of credit to finance U.S. exports of generating equipment and services to Spain. During the same period, Spanish power capacity has more than doubled.

Source: Export-Import Bank, 811 Vermont Ave., NW., Washington, D.C. 20571.

THAILAND—The Port Authority of Thailand is likely to execute or initiate the following projects in 1969: 1) **Building 36 dolphins in mid-Chao Phya River** to accommodate more ships for loading and unloading cargoes, to speed up ship mooring and to avoid collisions which occur frequently.

The project will cost more than $1.5 million; 2) **Purchase of a crane boat** costing about $2 million; 3) In addition, the Port Authority is seeking a foreign loan for a **project to expand the embankment on the east side of the port.** Specifications will call for lengthening the present wharf from 1,660 meters to 3,110 meters.

It is anticipated that the construction will take about two years and will cost around $30 million. We are informed that the project will be offered for international bidding within the next three months. Bidders must be experienced in port construction and have an agent in Thailand.

Details of the other projects are not yet available as they are still in draft form. However, officials of the Port Authority recommend that firms interested in any of these projects should contact the Port Authority at once because the projects may not be offered to international bidding after the specifications have been drawn.

Correspondence regarding all three projects should be addressed directly to: Maj. Gen. Prachuab Suntrangkoon, Dir., Port Authority of Thailand, Klong Toey, Bangkok 11.

Thailand's state railway to buy bridge superstructures

The State Railway of Thailand is seeking tenders on the supply of steel superstructures for railway bridges (for meter gauge).

Bid deadline is Feb. 25.

Tender documents are available for $25 per set from the Store Bureau, State Railway of Thailand, Yod-Se, Bangkok. One set is available for office review in Room 4813, U.S. Department of Commerce, Washington, D.C.★ (Telephone: 202-967-3602).

Prospective bidders are advised that companies established outside Thailand, having no agent in Bangkok, must appoint an agent or representative in that city to carry out all necessary procedures on the tenderer's behalf. Failure to comply with this condition will lead to disqualification.

Equipment bids sought for technical schools

The Brazil Ministry of Education is requesting bids for reequipping technical schools including 15 language-teaching laboratories equipped for 35 positions with the following equipment: one master control console table with connection capacity up to 36 tape recorders, with master magnetic tape recorder and master panel with remote control; one complete reproducer with control; manual record player; 40 recorders with two channels; 42 headphone sets with microphone; all with related equipment. Also 14 miniature digital computers, special teaching for simulator of functions; 28 miniature digital computers for middle level courses; 14 analog computers for research; 14 unified course of fundamentals of digital computers; 10 set-ups for demonstration of hydraulic circuits; 30 giant seven feet slide rules; 60 reverse projectors with bulb of 2,300 lumens; 15 magnetic tape sound recorder-reproducers; six video-tape recorder-reproducers, complete with special accessories; six metal milling copying machines for copying flat pieces; six metal milling machines for tool shop; all of above apparatus with related equipment, parts, and accessories. Bid deadline Feb. 27.

Bids should be submitted to: Presidente, Comissao Especial para Execucao do Plano de Melhoramento e Expansao do Ensino Tecnico e Industrial—CEPETI, Rua da Gloria, 190 conjunto 801, 8 andar, Rio de Janeiro, Brazil.

Terms and specifications are in Portuguese. Projects will be financed by a loan from the Inter-American Development Bank.

Copies of the specifications are available on a loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Dennis Henry Marks, Grosvenor Car Parks Pty. Ltd., Box 5348 B.B., G.P.O., Melbourne, Vic. 2001, **interested in automatic car wash systems and car parking, and requesting technical information.** Feb. 17 via Los Angeles for four weeks. c/o Thos. Cook & Son, 520 W. 6th St., Los Angeles, Calif. 90014. Itinerary: Los Angeles, San Francisco, Minneapolis, cities in New Jersey, New York. WTD in preparation.

IRELAND—J. G. Sisk, Chairman, and N. P. Connelly, Dir., John Sisk & Son (Dublin) Ltd., Wilton Works, Clondalkin, Dublin, **interested in U.S. construction techniques, particularly formwork, concreting, and materials handling rather than steel erection, and in visiting building sites in Chicago area;** will attend CONEXPO '69. Feb. 15 via Chicago for one week. c/o Irish Consulate General, 400 N. Michigan Ave., Chicago, Ill. 60611. Itinerary: Chicago. WTD 11/66 current.

New Books and Reports

***United States Interests in the Middle East*, Analysis No. 17. Published by the American Enterprise Institute for Public Policy Research. Washington, D.C. 1968. 132pp. $3.**

The American Enterprise Institute (AEI), a research and educational organization established in 1943, has issued this publication as part of its special studies. The booklet examines political-strategic, economic, and cultural aspects of this subject. The policies and problems of the United States vis-a-vis the Middle Eastern countries are studied historically, along with the current conditions and prospects for stability in this vital oil-rich area.

The group of authors and consultants presents a brief country by country economic analysis of Iran, Turkey, Egypt, Jordan, Syria, Iraq, Saudi Arabia, Kuwait, Lebanon, Israel, Libya, Algeria, Morocco, Tunisia, and their relation to the Great Powers.

Write: American Enterprise Institute, 1200 17th St. NW., Washington, D.C. 20036.

***Plant Tours for International Visitors to the United States*. Published by the Department of Commerce. Washington, D.C. 1969. 167pp. $1.**

The U.S. Travel Service has revised this booklet to assist foreign visitors in locating free tours of interest, listed both by state and by industry.

Each entry contains information on the name and address of the firm, company official to contact, days and times of tours, and sizes of tour groups.

Companies wishing to have their tours added to the list can **write:** Visitors Services Division, U.S. Travel Service, Washington, D.C. 20230.

To order a copy, **write:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Foreign Collaboration in Indian Industry*. Published by the Reserve Bank of India. Bombay. 140pp. $1.**

The Reserve Bank's survey, the first of its kind, covers all companies in India that had foreign equity participation and/or technical collaboration arrangements as of March 31, 1964. Important sector estimates for three years subsequent to that date are provided.

The survey was designed to elicit financial and technical information on the various arrangements in force in Indian industry. Although the emphasis is on a study of technical agreements, data on dividend remittances and other payments are also presented. There are many tables included in the survey, summarizing agreements by country, industry, and special features.

Write: U.S. Navani, Director of Publications & Press Relations, Reserve Bank of India, Bombay 1, India.

***Air Conditioning, Heating & Refrigeration News*. Published by Business News Publishing Co. Birmingham, Mich. 1969. Published weekly, $8 per year.**

Directory sections contain lists of associations, parts and equipment exporters, an alphabetical listing of manufacturers, trade names listing, geographic listing of exporters (by state), product listing, and a where-to-buy section (including manufacturers outlets and parts and equipment wholesalers).

Regular features also include a calendar of events, editorial page, and advertisers' index.

Write: Circulation Dept.; Air Conditioning, Heating & Refrigeration News; P.O. Box 6000; Birmingham, Mich. 48012.

Commerce book tells marketing story

The tenth booklet in the Commerce Department series Do You Know Your Economic ABC's? has just been issued. *The Marketing Story* covers in detail the three main categories of marketing: merchandising, supply, and facilitating functions. It take a specific product —beef—and follows it from the time the animal is born until the roast reaches the table.

The publication also covers marketing research, surveys, use of data, advertising, wholesaling, and retailing.

Copies are available at 30 cents each from any Commerce Field Office or the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***OECD Economic Survey of Switzerland*. Published by the Organization of Economic Cooperation and Development. Paris. 1969. 48pp. 80 cents.**

This is the most recent title in this series of economic studies for member countries, published annually by the OECD. The booklet contains information on recent trends of demand and output, prices and wages, foreign trade and payments, economic policy, and prospects and conclusions.

Statistical annexes detail national product and expenditure, income and expenditure of households, current government transactions, foreign trade, and other topics.

Write: OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave., NW., Washington, D.C. 20006.

***Tin in Your Industry*. Edited by W. T. Dunne. Published by Tin Publications Ltd. London. 1968. 48pp. Free.**

The principal section is devoted to the invention and growth of the world tinplate industry. It covers competitive can-making materials; traces the progress in production processes and refinements in usage; and contains assessments of the future for tinplate in the United States and throughout the world.

Other sections are devoted to major uses other than tinplate, such as in bronze and babbitt, and in new uses such as in iron and steel, electroplating, plastics, paints, fungicides, and disinfectants.

Write: Malayan Tin Bureau, 2000 K St. NW., Washington, D.C. 20006.

***How to Get the Job You Want Overseas*. By Arthur Liebers. Published by Pilot Books. New York. 1968. 64pp. $3.**

Where the jobs are, who is offering them, how to go about getting them, and how to prepare a productive personal resume are all covered in this paperback book aimed at anyone wanting to work overseas. Both private industry and government opportunities are included.

The author advises the job hunter on how to decide what type of overseas employment he is best suited to, and stresses that jobs are not limited to those under age 40.

Write: Pilot Books, 347 Fifth Ave., New York, N.Y. 10016.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1969—341-960/32

Calendar *for international traders*

ATLANTA—Feb. 26—World Trade Conference on Trade with Europe, White House Inn, 9 a.m. Sponsor: World Trade Council of Atlanta Chamber of Commerce.

BALTIMORE—Feb. 27—Foreign In-Office Seminar. Board Room, Maryland Nat'l Bank. Sponsors: Commerce Field Office, REEC, Maryland Nat'l Bank.

BETHLEHEM, Pa.—Feb. 26—World Trade Club of Lehigh Valley annual business meeting, Holiday Inn East, 6 p.m.

BOSTON—Feb. 27—Korean Business, Trade & Investment Seminar, Int'l House, Int'l Center of New England, Inc., 3:15-5:15 p.m.

CHICAGO—Feb. 25—Overseas Automotive Club international meeting in conjunction with Int'l Automotive Service Industries Show, Florentine Room, Pick-Congress Hotel, 3 p.m.

CHICAGO—Mar. 5-6—32nd Chicago Mid-America World Trade Conference, LaSalle Hotel. Sponsors: Int'l Trade Club of Chicago, Chicago Assn. of Commerce & Industry. Speaker: **Lawrence A. Fox, Director, Bureau of Int'l Commerce, Commerce Dept.**

CINCINNATI—Feb. 26—Cincinnati World Trade Club monthly meeting, U.S. Dept. of Commerce Night, Sheraton-Gibson Hotel, 6 p.m. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.**

CLEVELAND—Feb. 26—International Trade Workshop on Basic Export Procedures, Conference Room, 690 Union Commerce Bldg., 10 a.m. Sponsor: Cleveland World Trade Assn.

CLEVELAND—Feb. 26—Basic Export Workshop, Conference Room, Greater Cleveland Growth Assn., 10 a.m.-12 noon.

DETROIT—Feb. 25—Export Seminar, Commerce Field Office, 445 Federal Bldg., 9:30 a.m.

GRAND RAPIDS, Mich.—Feb. 25—Western Mich. World Trade Club, Swiss Chalet.

GREEN BAY, Wis.—Feb. 25—Northeastern Wis. Int'l Trade Seminar, Hotel Northland. Sponsors: Commerce Milwaukee Field Office, Chamber of Commerce, Brown County Harbor Commission.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,

International Commerce

BIC-204

U.S. Department of Commerce

Washington, D.C. 20230.

INDIANAPOLIS—Feb. 27—World Trade Club, Indianapolis Athletic Club, 12 noon. Speaker: **John B. Breen, Office of Int'l Investment, Commerce Dept.**

KANSAS CITY—Feb. 27—Export Development Workshop, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

LOS ANGELES—Feb. 28—Export Expansion Seminar, Commerce Field Office, 9:30 a.m.

MIAMI—Feb. 27—In-Office Export Workshop on Export Control, Commerce Field Office, 9 a.m. Sponsors: Commerce Field Office, S. Florida REEC.

MINNEAPOLIS—Feb. 27—Export Seminar on export packing & crating, Room B-29, Federal Courts Bldg., 4th St. & Marquette Ave., 3 p.m. Sponsors: Commerce Field Office, Upper Midwest REEC

NEW BRITAIN, Conn.—Feb. 26—Foreign Trade Class on Introduction to World Trade, Chamber of Commerce, 7-9 p.m. Sponsors: Commerce Hartford Field Office, REEC, Chamber of Commerce.

PALO ALTO, Calif.—Feb. 26—Export Control & Trade Promotion Seminar, Palo Alto Chamber of Commerce, 10 a.m. Sponsor: Commerce San Francisco Field Office.

SAN FRANCISCO—Mar. 5—Export Finance & Insurance Seminar, Rm. 13450, New Federal Bldg., 9:30 a.m.

ST. LOUIS—Feb. 27—World Trade Club monthly dinner meeting, Henrici's Bel Air West, 6 p.m.

ST. LOUIS—Mar. 4—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: Commerce Field Office, REEC.

WALLINGFORD, Conn.—Feb. 25—Combination Export Managers Assn. of Conn./Conn. Int'l Trade Assn. joint luncheon meeting, Yankee Silversmith Inn, 11:15 a.m.

WEST POINT, Miss.—Feb. 25—Export Workshop, Bryan Bros. Packing Co. Sponsors: Commerce Memphis Field Office, REEC.

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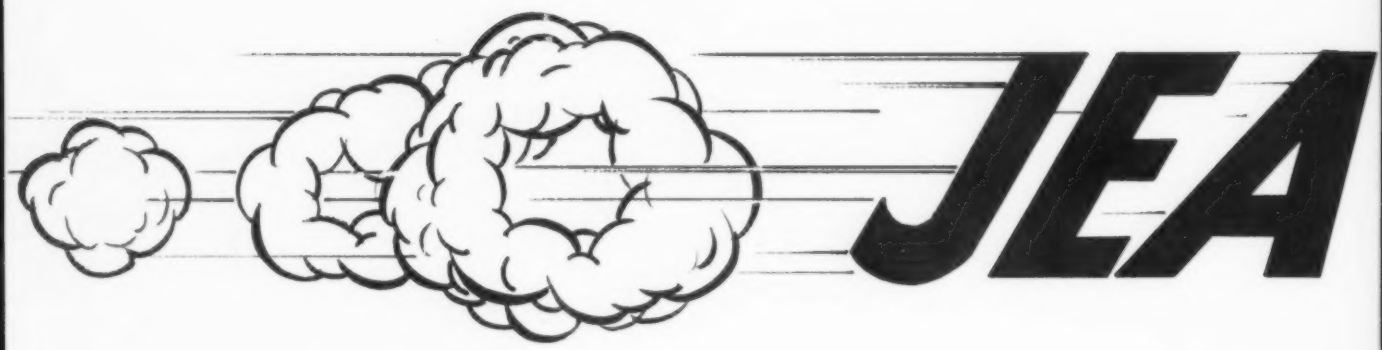

The Joint Export Associations are off to a fast start. The program was announced last August, the first contracts signed last month, and U.S. salesmen were abroad in less than a week (see page 8).

That was JEA for 1968-69.

Now is the time to submit proposals for 1969-70.

It's up to you.

U.S. DEPARTMENT OF COMMERCE/Bureau of International Commerce
JEA Division, Office of International Trade Promotion.